

JULY 4, 1959

CHICAGO PLANT WINS FRIENDS

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Provisioner

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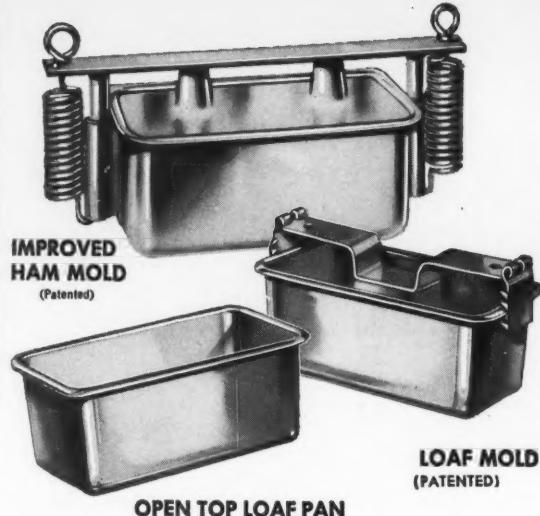
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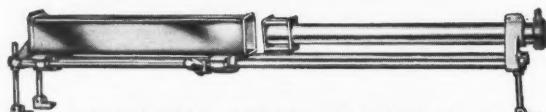


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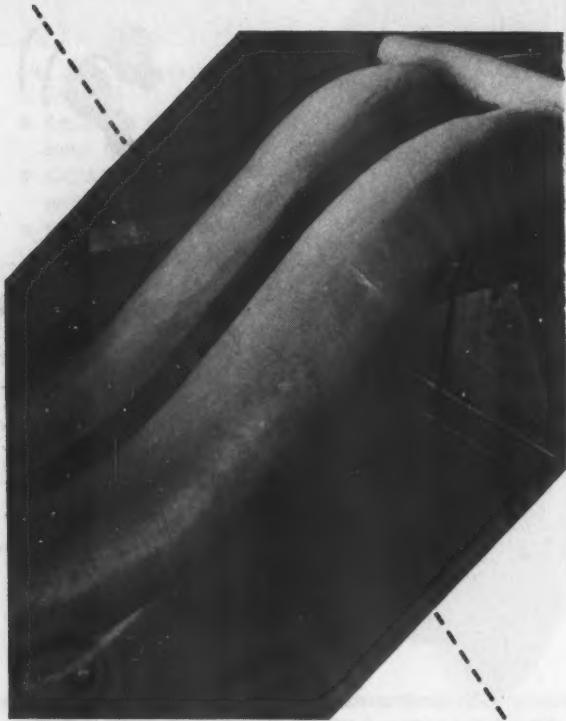
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VOLUME 141 JULY 4, 1959 NUMBER 1



THE NATIONAL Povisioner

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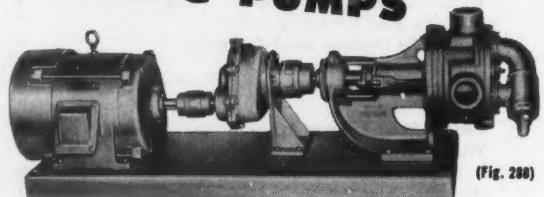
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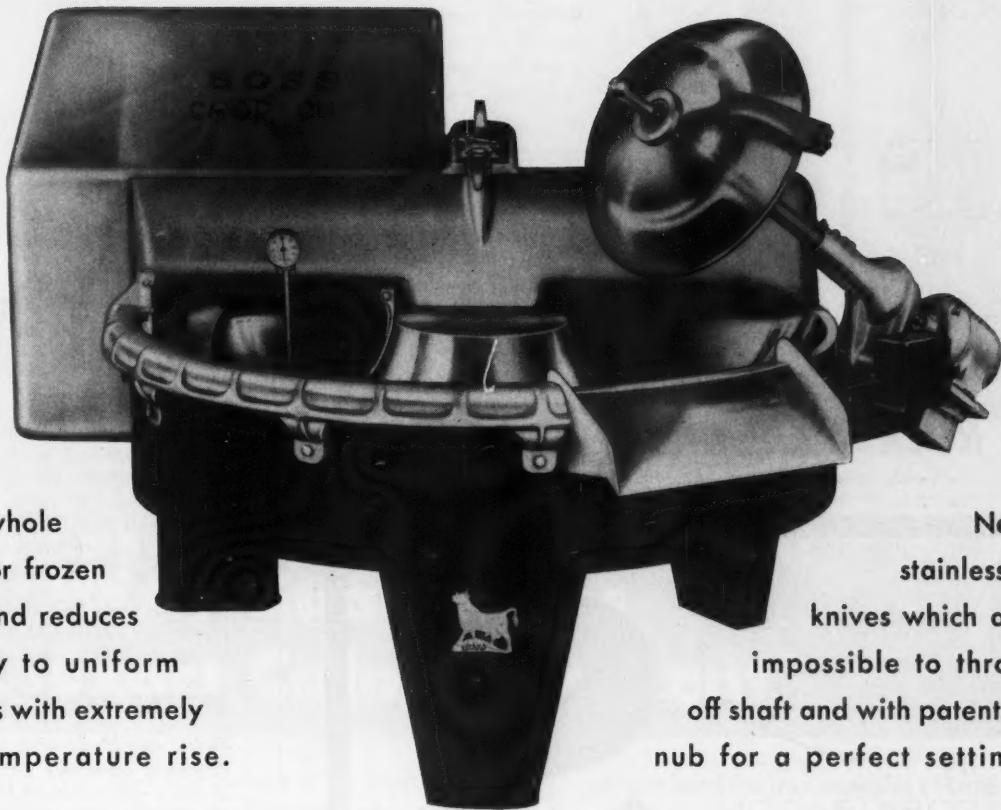
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THE NATIONAL

PROVISIONER

JULY 4, 1959

VOLUME 141 NO. 1

Moving Day

We've never moved a packinghouse, but, at the moment, we're inclined to believe that it cannot be any more difficult than moving a weekly magazine from one printing establishment to another.

After almost ten years in one shop, we decided to transfer the PROVISIONER to a plant where the most modern methods of typesetting and reproduction are available. We hope, thereby, to be able to give our readers and our advertisers a cleaner, clearer and more readable magazine and, in some cases, to put it on their desks a little faster than in the past.

You may not be able to discern some of the improvements in the publication unless you place the magazine of July 4 alongside that of June 27. We believe, however, that your eyes will be less tired after reading the articles in this issue, that you will appreciate the improvement in the quality of photographic reproductions and that you will find the summation of major features on pages 4 and 5 a time-saver in pointing your reading toward your particular areas of interest.

In this first issue from a new printing plant you will find some of the familiar departments of the PROVISIONER in novel places. The highly popular "Meat Trail" section, for example, will be found on pages 38 and 39, while market reports have been concentrated in the section beginning on page 29.

Our timely report on significant industry news still leads off the editorial section of the magazine, but has been spotted so that we hope to make it even more up-to-date than in the past.

A few flub-dubs are likely to occur in the shakedown of any venture. We hope that you will tolerate the errors that may creep in during the moving process.

News and Views

A Compromise Version of the U. S. Department of Agriculture appropriations bill (HR-7175) was passed by the House and Senate this week and sent to the White House. The measure carries the Senate figure of \$21,324,900 for federal meat inspection. This is \$189,900 more than the amount originally approved by the House and is within 1 per cent of the budget request. The sum represents an increase of \$539,900 over the 1959 appropriation for meat inspection. Funds appropriated for the Packers and Stockyards Branch total about \$1,340,000, including \$60,000 for enforcement of Title II of the Packers and Stockyards Act. In agreeing on the \$60,000 figure early this week, House-Senate conferees cut in half the \$120,000 originally added to the House sum in the Senate by the O'Mahoney amendment.

Mandatory, State-Paid meat and poultry inspection will become effective in Illinois on July 1, 1960, with the expected signature of Governor William G. Stratton on HR-436, which he urged the legislature to pass. The Illinois House, its clock stopped just before midnight June 30 in token compliance with the adjournment date made mandatory by the state constitution, concurred in minor Senate amendments to the meat inspection bill and sent it to the governor's office. HR-436 carries an appropriation of \$750,000 to set up Illinois' first meat inspection program under the State Department of Agriculture and to pay the full costs during the first year of operation. Stillman J. Stanard, director of the department, estimated that Illinois now has more than 650 livestock and poultry slaughtering plants operating without benefit of inspection. The new statute will require ante and post mortem inspection of animals and poultry for wholesomeness by veterinarians in all plants not under federal inspection or state-approved municipal inspection. It also provides for the reinspection of meat or poultry products in channels of trade "as often as may be necessary" to assure that such meat or poultry products are fit for human food.

"Materials Handling" will be the opening topic of the Meat Science Institute at Rutgers University, New Brunswick, N. J., on Tuesday, August 25, the second day of formal sessions during the three-day course sponsored by the National Independent Meat Packers Association. A representative of the Materials Handling Institute, Pittsburgh, will be the speaker. Other Tuesday speakers and their topics will be: "Materials of Construction," William Schaefer, Reduction Machinery Co., Plainfield, N. J.; "Quality Control Theory," Dr. Amihud Kramer, department of horticulture, University of Maryland, College Park, Md.; "Meat Plant Quality Control," Dr. William J. Shannon, assistant to the president, The Klarer Co., Louisville, and "Meat Plant Instrumentation," Lloyd E. Slater, executive director of the Foundation for Instrumentation Education and Research, New York City.

The Wisconsin Assembly has passed an amended version of the Senate-approved humane slaughter bill (S-311) and returned it to the upper house for concurrence in the changes. The bill would require animals to be rendered insensible to pain by a single blow or shot, or by electrical, chemical or other means before being shackled, thrown or cut.

The Measure extending the 52 per cent corporate tax rate for another year was signed into law by President Eisenhower on the eve of the government's 1960 fiscal year, which began July 1. Repeal of the 4 per cent dividend tax credit, which had been approved by the Senate, was eliminated from the final compromise bill.



EXTERIOR of new Lazar plant and (below) the retail sausage store.

Chicago Kosher Sausage Maker Wins Friendship of His Neighbors With New Plant

FROM vigorous and vocal antagonists, the neighbors of Lazar's Kosher Sausage Co., Chicago, have been transformed into friends of the new plant and satisfied repeat customers of the retail outlet it houses. The reasons are not difficult to find. First, management spared no expense in making the building attractive and in eliminating smoke and vapor incidental to processing. Second, the retail shop is designed for maximum appeal to the appetites of those who visit it.

Besides seeing an array of attractive product in the store-wide show cases, and hung on the stainless steel racks back of the counter, the retail customer can dimly see the operations within the main manufacturing room as he smells the appetite-whetting aroma of a sausage manufacturing operation.

Construction of the modern sausage kitchen tops the business career of Sol Lazar, which started in 1918. Just as his early ventures were plagued with bombings, depression and the blight of a neighborhood, the construction of the



new plant was opposed at first by a community group. Patience, perseverance and fair dealing helped in overcoming this opposition.

Lazar and his wife Eva started their own butcher shop in 1918, began to manufacture Kosher sausage in 1927 and opened an exclusive sausage shop during 1930 in a predominantly Jewish neighborhood. In the management of the new plant Sol Lazar has the assistance of his son, Seymour T., and three sons-in-law, Sidney Talesnick, Morris Waltzer and Albert Boim.

EXTERIOR: The building's front sets the atmosphere for the whole structure. The front is 100 ft. in length and features an attractive blend of stainless steel which forms the overhang, a 40-ft. plate glass section for the retail outlet and a combination of stone, face brick and glass block on the rest.

At the rear the plant extends another 26 ft. in length to form a completely enclosed shipping and receiving dock. The cooler side of the plant is solid glazed face brick over

AT RIGHT, Abraham Hendler, rabbinical inspector, examines a load of meat delivered to the Lazar plant.

cork insulation while the manufacturing side is faced with glazed brick and glass block which provides the room with a high level of natural light. Stainless steel letters on top of the store's overhang identify the plant.

The area from the loading dock apron to the front of the plant provides off-street parking for employ-



THE NATIONAL PROVISIONER, JULY 4, 1959

es and customers who come to pick up their orders.

The building has a unique split level arrangement. The retail outlet is at ground level, while the main floor is 4 ft. above it and the basement 4 ft. below.

The retail outlet through which 15,000 to 20,000 lbs. of sausage is moved weekly—a volume which management hopes to double—has white tile walls and ceiling with white show cases. The outlet has its own refrigeration system powered by a 5-hp. motor.

The balance of the building's frontage is occupied by offices, including one reserved for a MID inspector. While the plant does not have federal inspection, the construction plans were approved by the MID. When management feels that it has all the kinks ironed out of operations, it will apply for inspection, according to Seymour Lazar, general manager.

The manufacturing and processing area, which is approximately 50 ft. x 100 ft. in size, occupies one side of the plant from the offices to the rear where it joins the shipping area. The other side houses the finished product cooler, the fresh meat cooler and the Kosher preparation table.

There are several unusual features about this manufacturing room. The entire ceiling is made of stainless steel panels that can be moved to drop utility pipes, etc. Tie rods for the overhead rails are suspended through the ceiling from the main supporting beams. Some hangers already are in position for future extension of the rail system. All the supporting columns are clad in stainless steel. The walls are tiled to ceiling height while the floor is finished in smooth concrete.



EMPLOYES stuff Kosher salami chubs. The smokehouses are in background.

The use of stainless steel on the ceiling and tile walls assures ease in sanitizing and a mold-free department, declares Seymour Lazar. Also, if a customer should wish to see the operations, he will be favorably impressed with the cleanliness of the department. The materials selected require a minimum of maintenance and, in terms of lower cleaning and maintenance cost, will pay for themselves over the years.

If the need should arise, the overhead rails can be relocated in the sausage manufacturing room with a minimum of inconvenience.

The large boning table at which the cuts are boned and trimmed is located in the front center of the manufacturing area.

Sausage manufacturing equipment is aligned along the window side of the room, and each piece has a moisture-proof control panel. The

last piece of equipment in line is the stuffer adjoining smokehouse row.

SMOKING: The firm has three four-cage, fully-automatic Julian stainless steel cabinet smokehouses. These houses are monitored by Taylor instruments for controlling temperature and humidity. The gas-heated units also have automatic flame-out controls. These houses are the first modern ones the firm has used in its sausage operation and management is highly pleased with the uniform processing temperature that prevails throughout the houses, the low shrink and perfect response to heat demands. The houses are equipped with lipped steel plate floors so that showering or water cooking can be performed in them. Heat and smoke producing equipment is located at the rear of the houses at floor level.

Smoke for the houses is produced by a friction smoke generator furnished by Meat Packers Equipment Co. This unit, besides providing close control over the smoke-making operations, has reduced the cost of smoke production by 40 per cent below the system formerly used.

Another unusual feature of the smokehouse setup is its jet ejection of spent smoke. Lazar and Julian developed the system to forestall any complaints from the neighbors. All air vented from the houses is pulled through a central duct to a collection point from which a high-velocity fan forces the air outward through a single gooseneck jet. As the air is ejected, it is sprayed with a controlled amount of a deodorant to neutralize what little odor it may carry. The system prevents any pall of smoke from hanging about the plant, particularly on damp days.

The firm uses Atmos collapsible



BONING MEAT for use in sausage is watched by the rabbinical inspector.

cages and is well pleased with the space saving features of these units. A multi-spray shower stall is employed for chilling smoked product.

Finished product is moved into the large 45 ft. x 25 ft. holding cooler where it is assembled as needed for orders.

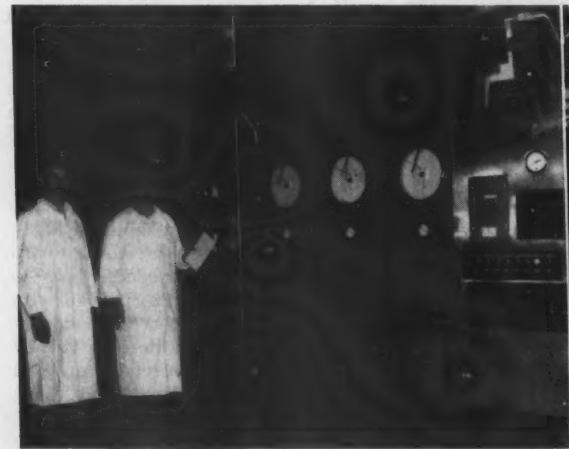
REFRIGERATION: The basement compressor room houses the self-contained, water-cooled York compressor units using Freon as the refrigerant. The refrigeration system, which was installed by Theis Refrigeration Co., Chicago, consists of four large compressors and a smaller unit for the retail outlet.

The room coolers are Recold ceiling units. A 7.5-hp. compressor handles the -20° F. basement freezer with its Recold hot gas defrosting unit. A 5-hp. compressor takes care of two diffusers in the curing cellar. Ten-hp. units are used for the fresh meat and finished products coolers on the first floor. Both of these compressors feed four Recold low air velocity, high humidity units. All piping connecting the compressors with the unit coolers is hard copper and silver soldered. While this type of construction has a higher initial cost, it assures trouble-free operation, states Morris Waltzer.

Much of the basement is used for storage. Part of this area houses a Ty-Linker peeler. Lazar was among the first to produce skinless Kosher frankfurts, says Al Boim. He claims that the product is easier to serve, more uniform as to link size, and costs less, making it more competitive with conventional frankfurts. He also claims the firm was among the first to introduce Kosher frankfurts at ball parks, race tracks and for other sports events.

The frankfurts and a beef fry are the two items that are now packed

LEFT: Process programming at the smokehouse control is checked by David Warshawsky and Sol Lazar, president.



14



ABOVE: New peeling-packing line is putting up bulk frankfurts. **BETWEEN:** Management team includes Sidney Talesnick and Morris Waltzer; Sol Lazar, president; S. T. Lazar, general manager, and Albert Boim.

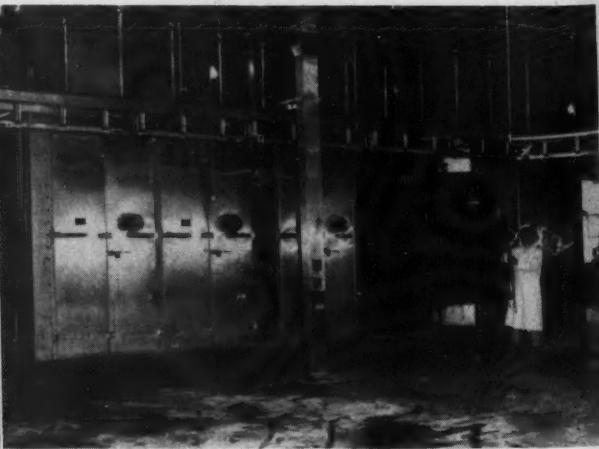


in self-service consumer units.

A boiler room contains an oil-fired Kewanee boiler for space heating and a Sellers gas-fired immersion unit for water heating. An equipment maintenance room, employee facilities and a compact waste

treatment system are located nearby. The latter unit has a sediment tank, a Josam grease interceptor into which all lines from manufacturing areas and product coolers discharge, and an ejector which pumps the waste into the city main.

RIGHT: The stainless steel smokehouses and ceiling give the area a striking appearance. At left is the shower.



THE NATIONAL PROVISIONER, JULY 4, 1959



Morrell Employs Air Stunner for Cattle at Three Major Plants

diameter metal penetrating bolt into the base of the poll. The stunner has repeat action so that the bolt immediately retracts to the firing position.

The same level of air pressure is used on all cattle.

Stunning the cattle at the base of the poll results in minimum damage to hide and generally causes no damage to the brain, reports Blankenship.

At Sioux Falls, where the Morrell organization is observing its fiftieth anniversary in the city, the company has increased its slaughtering capacity about 50 per cent in the same space by installing a rail dressing system for beef.

O. F. Matthews, general manager of all rail stock purchases and sales and coordinator of beef departments, says that the Sioux Falls plant now can kill 140 cattle per hour compared with 95 head per hour prior to the installation of the beef rail dressing system equipped with a Globe Can-Pak hide puller. The animals for this expanded slaughter operation are stunned with a Thor tool. The beef coolers also have been enlarged.

At each of its beef slaughtering operations, Morrell has two spare stunners which are immediately available if the one in use becomes inoperative.

C. C. Emberton, superintendent, and Paul Bissel, division superintendent, worked closely with Kluckhohn in the study and installation of the Thor stunning system at Ottumwa.



O. F. MATTHEWS, general manager of rail stock purchases and sales and coordinator of Morrell's beef departments; John Blankenship, vice president in charge of operations for Morrell, and C. C. Emberton, superintendent of the Morrell plant located at Ottumwa, Iowa.

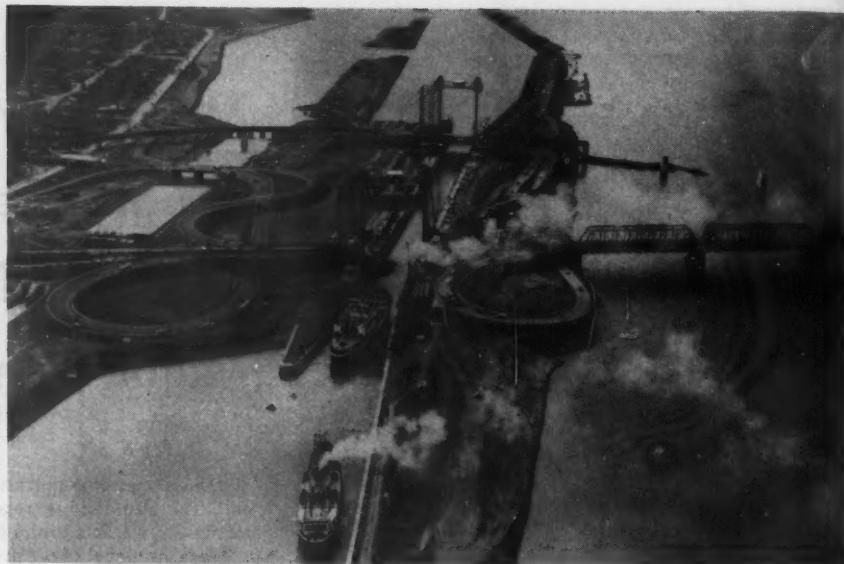
AFTER experimenting with the air-powered stunner for five months at its Ottumwa plant, John Morrell & Co. has adopted the tool for beef stunning at its three cattle slaughtering plants at Ottumwa, Estherville and Sioux Falls. Although the tool was selected to bring the stunning operation into compliance with humane slaughter regulations, its performance has been found to be efficient and economical, reports John Blankenship, vice president of operations.

Tests conducted by Ross Kluckhohn, mechanical division superintendent, established that the power cost to operate the stunner is 10¢ per eight-hour day. For trouble-free operation the tool requires the use of a high air pressure—190 psi—says Blankenship, and to provide this pressure a separate compressor has been installed in the beef dressing department. A two-fold economy is realized through this installation. First, the compressor is sized to meet the beef killing load, which is the only department requiring high pressure air. Second, piping installation costs and air pressure losses are minimized.

The tool possesses automatic repeater type action permitting the stunner to immobilize cattle within seconds. At the Ottumwa plant, one operator stuns six cattle in about 15 seconds. The stunner, which was developed by the Thor Power Tool Co. of Aurora, Ill., is a cylindrical instrument 2.5 in. in diameter, 30 in. long and weighs less than 8 lbs.

A safety lever that must be depressed before the tool will fire is located at the back of the instrument where it connects with the air hose. The operator holds the tool with both hands, one on the safety lever and the other just above its barrel. The length of the stunner and its light weight permit him to bring the activating tip quickly into contact with the back of the animal's skull where it makes junction with the spinal cord. There is a natural depression at this point which is easy to locate. Upon making contact, the stunner fires a 0.5-in.

RIGHT: "Fulfillment of a dream!" Canadian icebreakers head into initial St. Lambert Lock leading way for international fleet of freighters to St. Lawrence Seaway at opening last April. Icebreakers carried U.S. and Canadian government officials and newsmen. BELOW: Queen Elizabeth and President Eisenhower inspect honor guard at St. Hubert Airport, Quebec. Illustrious pair appeared last week at ceremonies dedicating seaway as joint project of the United States and Canada.



OPENING of the St. Lawrence Seaway as a modern navigation facility for ocean-going vessels to and from the heart of the North American continent has produced reactions ranging from great enthusiasm to a reserved attitude of "wait-and-see" from shippers of meat and meat by-products in the areas economically tributary to the Great Lakes waterway.

Since lard, tallow, offal and other packinghouse products are considered major export items, the expanded seaway will undoubtedly have an impact on shipments of these products. Will this impact work for or against the shippers of meat and meat by-products?

The purpose of this article is to present potential effects of the seaway as seen through the eyes of meat industry representatives and other official sources. Advantages,

disadvantages, opinions and examples will be outlined to illustrate the controversy surrounding the waterway. To acquaint the reader with the situation, a brief description of the current seaway picture follows.

Justification for the navigation improvements, undertaken by the United States and Canada, rests largely on anticipated savings in costs of transporting large volumes of freight to and from the area tributary to the Great Lakes-St. Lawrence waterway. Parts or all of 17 states fall in this area: Colorado, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Montana, Nebraska, New York, North Dakota, Ohio, Pennsylvania, South Dakota, Wisconsin and Wyoming.

TOLL REVENUES: Seaway improvements—increasing the minimum channel depth from 14 ft. to 27 ft. between Lake Ontario and Mon-

tréal, and increasing the minimum Welland Canal depth to 27 ft. between Lakes Ontario and Erie—call for self-liquidation of construction, operation and maintenance costs within 50 years by means of toll revenues derived from all shipping.

Further improvements being made are designed to increase minimum channel depths between other Great Lakes to a 27-ft. minimum. Vessels plying the Great Lakes above Lake Erie will face channel depth restrictions for several years longer than those presently calling at Lake Erie and Lake Ontario ports. However, this restriction is not too severe since a minimum upbound channel depth of 21 ft. and a minimum downbound depth of 25 ft. are already available.

Individual port, channel, lock and canal improvements already announced represent an expenditure

What Will the St. Lawrence Seaway Mean to The Meat Industry?

of more than \$450,000,000—a figure nearly three and one-half times the \$130,000,000 which the United States has spent in constructing the seaway itself. In effect, the waterway's opening last April gave the U. S. a fourth seacoast, stretching from up-state New York to Duluth, Minn.

A major concern of all seaway shippers and would-be shippers of packinghouse products is cost. Will the expanded waterway reduce costs of shipping meat and meat by-products to foreign countries or to other Great Lakes ports?

Early studies have indicated that the seaway offers distinct possibilities of lower overall transportation rates in comparison with present rail or combination rail-lake routes used to reach the East Coast. Furthermore, it seems probable that transportation charges on the seaway route to foreign ports will be lower than those on the lakes-rail-ocean routes now available.

TRAFFIC DIVERSION: Because of the large proportion of export tonnage that moves to the East Coast by rail, it appears likely that the Eastern railroads will experience some diversion of traffic to the seaway. On the other hand, Western railroads which end their lines in Chicago or other large Great Lakes ports will continue to participate and may even experience an increase in hauling export freight to these ports.

Although seaway improvements have necessitated the collection of toll revenues, lower transportation rates will be made possible by the greater number of ships which are expected to use the waterway, according to traffic experts. And every packer knows that a reduction in transportation costs offers better opportunities for business.

To carry this line of thinking even further, seaway exponents maintain that exporters in the area tributary to the waterway are almost certain to benefit from the expanded water route even if they don't use it because the competition between shipping companies and overland railroads will undoubtedly hold down all rates on transportation to the East Coast.

Seaway opponents point out that although a direct railroad route between Chicago and New York is about 900 mi., the sailing distance between the two cities via the St. Lawrence Seaway is more than 2,700 mi. Therefore, they contend, time savings and the avoidance of extra dockside handling by using existing rail routes might outweigh any advantages which the water route



DRAMATIC picture of British vessel Manchester Faith, docked at Chicago's Calumet Harbor, appears to symbolize a new era of increased Great Lakes traffic due to expanded facilities of St. Lawrence Seaway. Swift & Company and Wilson & Co. furnished ship with lard in liquid form destined for England.

would have rate-wise. Since packinghouse products are largely perishable, the time element becomes increasingly important.

UNUSED SPACE: Representatives of several midwestern packing firms have expressed concern about probable time losses on the seaway from another angle. Here is their point of view:

The larger foreign ships attracted by the expanded seaway will attempt to take back as much cargo as possible since unused storage space is not desirable on overseas voyages. If a ship is not loaded to capacity at a particular midwestern port, it will undoubtedly make several stops along the way for more products before reaching the East Coast. With perishable packinghouse products aboard, the loss in time resulting from these stops could be disastrous, even though the ship contains refrigerated cargo space, according to this point of view.

Backers of the seaway see the time element working for, rather than against, the shipper. They foresee improved movement of packinghouse products to foreign ports because more and larger vessels will be entering and leaving the seaway route. This group maintains that shipments on the improved waterway can be timed more advantageously—and better timing results in better service.

Although the seaway has been open to ocean-going vessels for only about two months, industry sources have already estimated that a 300 per cent increase in refrigerated ship cargo space will become avail-

able to Midwest exporters and importers of perishable foods in the 1959 Great Lakes-overseas shipping season now in progress.

Previously, limited refrigeration facilities were available on ships moving between Great Lakes and overseas ports because of the size of vessels restricted by the old St. Lawrence waterway network of small and antiquated canals and locks. The larger ships, which are now able to come into the Great Lakes, will augment these refrigeration facilities.

SPECIALTY MEATS: About 450 long tons of frozen livers, tongues, kidneys and other specialty meats were shipped recently from Chicago to Europe aboard a Norwegian cargo ship which contained approximately 34,500 cu. ft. of refrigerated cargo space. It was said to be the largest shipment of its kind to be moved overseas via the Great Lakes water route.

Since a good market has been developed in Europe for American offal products in recent years, many meat packers who believe that the demand can be further expanded look to the seaway's promise of increased refrigerated ship cargo space as a definite blessing.

They also point out that the seaway offers the added advantage of storing unusually large shipments of packinghouse products on one large vessel instead of dividing it among several smaller ships (a common practice before the seaway was expanded). They insist that there is much to be said for keeping an individual shipment intact on its way to

European and other world ports.

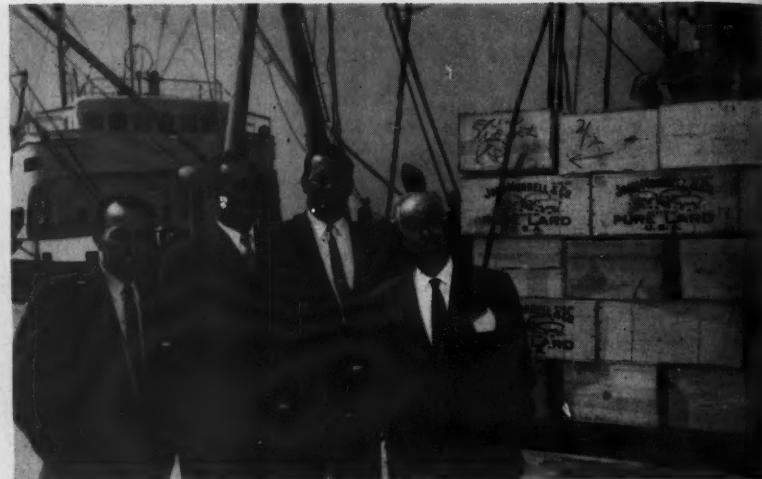
Seaway critics contend that many heavy American ships which are expected to use the improved waterway draw more water when fully loaded than the 27-ft. limitation of the seaway. If these ships are to traverse the seaway, they will have to operate at somewhat less than capacity, which means higher costs per ton than when plying between deep sea ports fully loaded.

LARD SPECULATION: A recent shipment of 120 tons of lard in liquid form from Chicago to England via the seaway gave rise to much speculation among packinghouse officials in the Midwest. Although bulk lard has been shipped via the Great Lakes in the past, the enlarged waterway now offers the possibility of such shipments on a regular, rather than a sporadic, basis.

For example, bulk shipments of lard, tallow and inedible grease through the Port of Chicago and handled by the Calumet Harbor Terminals during June totaled 8,600 tons, all of which went to processors and distributors at leading English ports and at Rotterdam, Holland.

According to Kevin Levins, executive vice president of Calumet Harbor Terminals, arrangements have already been effected for the bulk loading of 12,200 tons of these animal products during July.

Several meat packing industry



CLEARING through customs of first export declaration for a shipment to move through Port of Chicago for 1959 shipping season was recorded by John Morrell & Co., Ottumwa, Ia., on 310,000 lbs. of lard destined for London via St. Lawrence Seaway. Among observers at pier where lard was loaded aboard ship were (l. to r.): Ken Schreiner, Chicago office manager of Cunard Steam Ship Co., Ltd.; Capt. Udes, ship's master; Norman Wittkamp, president of Inland Forwarding Co., and Alex Stewart, Cunard Line's freight manager.

representatives maintain that increased shipments of lard in bulk spell reductions in the cost of handling—and reduced handling costs could help U. S. lard compete more successfully with such shipments from the European continent.

A representative of one of the

Midwest's leading exporters of edible oils and shortenings puts it this way: "The seaway will enhance our value in the way of overseas customers. Since bigger ships will call on Chicago, the customers will be able to order bigger quantities per shipment. We will be able to provide appreciably faster service, too."

CHEAPER PRODUCT: Although foreign lard is still expected to undersell the U. S. product in most cases, European supplies are limited. Therefore, an increased demand for the U. S. product is a possibility. If reduced handling costs should allow the British to market a cheaper product, it would also compete more effectively with vegetable oils, thus indirectly leading to a greater demand for American exports.

Since shipment of bulk lard leaves the refining job for the foreign packager or processor, a number of U. S. packers fear that such shipments would eventually serve to decrease the number of American brands. They are afraid that shipping packinghouse products in bulk through the seaway will act as a stimulus to merchandising under foreign—rather than American—brands, with a resulting loss in U. S. brand identification.

The waterway's probable significance for renderers has been expressed by Victor Brunetti, chairman of the committee on freight rates, Pacific Coast Renderers Association. He predicts that because of the enlarged seaway, tallow and grease produced east of the Rockies,

TABLE I
TOTAL GENERAL CARGO EXPORTS IN 1956—CHICAGO'S TRIBUTARY AREA
FIRMS, TONNAGE, AND VALUE BY COMMODITY GROUPS

| Commodity Groups | No. of Firms | No. of Tons | Dollar Value (000) | Percentage Distribution | | |
|--|--------------|------------------|---------------------|-------------------------|--------------|--------------|
| | | | | No. of Firms | No. of Tons | Dollar Value |
| 1. Processed foods and animal products | 176 | 1,144,952 | \$ 356,585 | 6.5 | 45.6 | 12.6 |
| 2. Textile, apparel, leather, printing, paper products | 180 | 24,352 | 34,679 | 6.6 | 1.0 | 1.2 |
| 3. Chemical, coal, petroleum, rubber, plastic products | 262 | 116,871 | 229,830 | 9.7 | 4.6 | 8.1 |
| 4. Primary and fabricated metal products | 404 | 345,392 | 105,846 | 14.9 | 13.7 | 3.8 |
| 5. Machinery, transportation equipment, instruments | 1,349 | 796,407 | 2,012,492 | 49.7 | 31.7 | 71.3 |
| 6. Wood, stone, clay, glass and miscellaneous products | 342 | 85,379 | 84,575 | 12.6 | 3.4 | 3.0 |
| TOTAL | 2,713 | 2,513,353 | \$ 2,824,007 | 100.0 | 100.0 | 100.0 |

TABLE II
GENERAL CARGO EXPORT TONNAGE PASSING THROUGH PORT OF CHICAGO
IN 1956 AND ESTIMATED TONNAGE IN 1960 AND 1965

| Commodity Groups | Total 1956 Midwest Export Tonnage | Tonnage Shipped through Port of Chicago | Percentage Distribution | | |
|--|-----------------------------------|---|---------------------------|---|--------------------|
| | | | Total 1956 Export Tonnage | Tonnage Shipped through Port of Chicago | Total 1956 Tonnage |
| 1. Processed foods and animal products | 1,144,952 | 73,277 | 273,643 | 307,992 | 100.0 |
| 2. Textile, apparel, leather, printing, paper products | 24,352 | 243 | 10,471 | 11,466 | 100.0 |
| 3. Chemical, coal, petroleum, rubber, plastic products | 116,871 | 7,830 | 35,529 | 42,191 | 100.0 |
| 4. Primary and fabricated metal products | 345,392 | 31,085 | 83,239 | 147,483 | 100.0 |
| 5. Machinery, transportation equipment, instruments | 796,407 | 9,557 | 70,084 | 99,551 | 100.0 |
| 6. Wood, stone, clay, glass and miscellaneous products | 85,379 | 769 | 16,308 | 19,978 | 100.0 |
| TOTAL | 2,513,353 | 122,761 | 489,274 | 628,641 | 100.0 |
| | | | 4.9 | 19.5 | 25.0 |

CHICAGO Association of Commerce and Industry studies indicate that processed foods and animal products will continue to provide the greatest tonnage of Midwest general cargo exports in projections for 1960 and 1965.

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VOLUME—With more money to spend, today's mothers—and kids—go for family size packages of everything good. That's why it will pay you to package two full pounds of skinless franks in tight, tough, durable VISTEN film.

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Chicago 38, Illinois

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Two pound wiener packages wrapped in VISTEN film fit right in with today's big merchandising trend to family size, multiple packs. Make sure your brand shares in this increased volume—and get these bonus boosts at point of sale with VISTEN film: (1) the tightest, neatest wrap a two pound pack ever had. (2) the sharpest printing in any combination of colors. And when you use VISKING'S "PRECISION" NoJax casings, you have the perfect package.

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INCREASED activity at Great Lakes ports followed opening of enlarged waterway in April. Increase in refrigerated cargo space permitted recent shipment of 450 long tons of frozen kidneys, livers and tongues from Chicago to European ports via St. Lawrence Seaway. Shown is vessel being loaded with offal products at Chicago's Calumet Harbor.

west of the Appalachians and north of the Mason-Dixon Line to the Canadian border will no longer be land-locked with high freight rates to Atlantic and Gulf ports for export purposes.

"The Seaway opening means direct service from Chicago, Cleveland, Buffalo and other points of loading on the Great Lakes to Europe, the Mediterranean, the Middle East and Africa," he said. "Traditional price differentials between Chicago, New York and New Orleans undoubtedly will be rearranged by the seaway's opening. It appears likely that the present difference of $\frac{1}{2}$ ¢ to $\frac{3}{8}$ ¢ will eventually narrow down to $\frac{1}{4}$ ¢."

NET SAVINGS: Although the state of Minnesota is considered to be one of the nation's largest producers of tallow, grease, lard and variety meats, its share of overseas shipments of these products amounted to less than 10 per cent of the total amount exported from the United States before the seaway opening. Now, reduced rates are expected to improve the competitive position of Minnesota producers.

Potential figures compiled by Duluth Port Authority staff members indicate that one ton of lard shipped to London from Duluth via the St. Lawrence Seaway would result in a net saving of \$15 for the shipper as compared to the shipping cost from New York City.

Following are opinions of specific companies which have used the seaway's expanded facilities. These views serve to highlight the waterway's advantages.

An ocean-going freighter loaded with 5,000 Dutch hams destined for Cleveland was in the first wave of

ships to use the enlarged water route last April. Barred from the Great Lakes last season because of width limitations, the vessel carried hams earmarked for the northern Ohio market. In the past, small foreign flaggers were able to carry only 1,000 to 2,000 hams.

Herman Sims of The Myers Meat Co. (which was broker for the ham shipment) explained that by having the shipment come in through the seaway directly to Cleveland, the firm received faster, better and cheaper service than Eastern port and overland freight delivery were able to provide.

Sims explained that the cost of such items was increased in the past because of the multiple handling involved before the hams reached the firm. A direct seaway route cuts down handling considerably, he went on to say.

THE HIDE VIEW: A Michigan tanning company, which has imported large quantities of European hides via the Great Lakes since well before World War II, expects better service and lower freight rates as a result of the expanded seaway facilities. The firm often has found it difficult to book cargo space for hides because of draft limitations in the canals.

A company representative has indicated that the Great Lakes service has always shown a definite freight saving over Eastern seaboard and inland freight delivery. He points out that this saving, which has averaged nearly 1¢ per lb. over the years, is considerable when applied to hides. With improved seaway facilities available, the firm expects to increase this saving even more.

Aside from opening up new trade

vistas in far corners of the globe, the St. Lawrence Seaway is expected to be a veritable boon to domestic traffic on the Great Lakes. In fact, a study recently released by the U. S. Department of Agriculture concludes that, although direct shipments from Great Lakes ports to foreign countries no doubt will increase, the seaway will still be primarily an inland waterway.

The study goes on to say that the seaway will better accommodate the increasing flow of traffic that has been built up in the Great Lakes area over the past decade.

In addition to the disadvantages which have already been pointed out, problems which shippers will have to face include: 1) the seaway will be closed by ice in the winter months (approximately four months); 2) it will not be deep enough to handle the largest sea-going vessels; 3) although the Welland Canal has been improved and deepened, it is possible that improvements may not be sufficient to accommodate the total potential flow of commerce, and 4) since the waterway will be shared with Canada, there will be intense competition in its use if traffic demand exceeds available facilities.

CONGESTION PROBLEM: The press has already carried many stories about the congestion and delays caused by increased traffic since the seaway opening. How this and the aforementioned problems will be met will determine the extent of the project's ultimate usefulness, according to traffic experts.

As a possible harbinger of coming shipping events the first cargo from overseas to travel the enlarged seaway route aboard an American flag-ship—the Extavia of American Export Lines—contained a considerable amount of sausage among 500 tons of specialty products when the ship docked at Chicago's Navy Pier in May. Although the new waterway has been open to ocean-going vessels for only about two months, meat and meat by-products have already shown signs of becoming major shipping items.

Cargo carried through the St. Lawrence Seaway in May, its first full month of operation, totaled almost 50 per cent more than the same period a year ago on the canal system it superseded, according to a recent preliminary statement of toll traffic issued by Canadian and United States authorities. And packing-house products undoubtedly contributed their share to this gain.

The former waterway, with the limited draft of 14 ft., had a cargo

[Continued on page 29]

SUSPENSION of federal grading of lamb, as proposed by the U. S. Department of Agriculture, would be "equivalent to an order on the part of the Secretary of Agriculture to turn the small packers' lamb slaughtering business over to the big national companies," L. Blaine Liljenquist, vice president and Washington representative of the Western States Meat Packers Association, charged last week in a statement attacking "economic concentration" in the meat packing industry.

He spoke before the subcommittee on distribution problems affecting small business, select committee on small business, House of Representatives. Rep. James Roosevelt (D-Calif.) is chairman of the House subcommittee.

Liljenquist said that national packers have been working for 15 years to discredit federal grading. Suspension of lamb grading not only would "critically hurt" small packers but also would harm lamb producers and be detrimental to consumers, he told the House group.

The WSMPA vice president also testified that his association opposes modification of the 1920 packers' consent decree, as sought by Armour and Company, Swift & Company and The Cudahy Packing Co., because it would increase their "monopoly powers;" that "sharp competitive practices" have forced many small firms to merge with larger packers, and that WSMPA has asked the USDA to study, as alleged unfair trade practices, some "exclusive agreements" of Armour, Swift and Cudahy in the Utah-Idaho area "where independent packers have been shut out of the processed meat business with certain chain stores."

If the consent decree is modified to allow the defendant packers to enter the wholesale and retail grocery field, Liljenquist said, they "will increase their monopoly powers to the extent that they will be able to run small meat packers and small supermarket operators out of business. Therefore, our association is opposed to any modification of the consent decree which would allow the defendant packers to enter the retailing business.

MERGERS: "The economic concentration in the meat packing industry has, to a considerable extent, resulted from hundreds of mergers which swallowed up smaller companies. This trend is still continuing. Since World War II, the biggest packers have bought out numerous small companies. These

mergers are frequently preceded by sharp competitive practices, making it virtually impossible for the smaller companies to make a profit. In such cases, a merger with a larger company appears to be the only way out.

"Examples of recent mergers include the purchase of the largest packing company in Utah, American Packing and Provision Co., by Swift; Gem State Packing Co. in Idaho by Swift; King Packing Co. in Idaho by Armour; Tovrea Packing Co. in Arizona by Cudahy, and Seattle Packing Co. in Washington

another such chain. An independent packer cannot do business at any price with the retail stores that are covered by these exclusive deals. We regard this as an unfair trade practice which the Department of Agriculture should not tolerate under the P. and S. Act.

GRADING: "One of the most valuable services offered by the Department of Agriculture is federal meat grading. The service is voluntary. Any owner of meat can employ a federal meat grader at the rate of \$5 an hour to grade lamb, veal or beef carcasses. The cost is

GRADING

WSMPA Blasts Shotgun at 'Big Packers' In Statement to House Subcommittee

Proposed Lamb Grading Suspension and Easing of Consent Decree Would Increase 'Monopoly Powers,' Spokesman Declares

by Cudahy. There have been many other such mergers, all of which tend to increase the monopoly powers of the big packers."

Liljenquist reviewed the history of the Packers and Stockyards Act and the unsuccessful efforts during the past two years by some groups, including WSMPA, to get Congress to transfer jurisdiction over packers' merchandising practices from the USDA to the Federal Trade Commission.

Although Liljenquist charged that the USDA "has not been effective" in preventing unfair competition and monopolistic acts in the merchandising of meat and meat products, he said that WSMPA believes the USDA "could do an effective job if it receives an adequate appropriation."

Liljenquist's statement continued:

"We have recently requested the Department of Agriculture to study some exclusive agreements in the Utah-Idaho area where independent packers have been shut out of the processed meat business with certain chain stores.

"Armour has an exclusive agreement with one major food chain, Swift an exclusive arrangement with two food chains and Cudahy an exclusive arrangement with still

a very small fraction of a cent per pound. When a carcass is graded 'Prime,' 'Choice' or 'Good' by the federal grader, the buyer knows that he is getting the quality of meat he desires. Federally-graded meat can be bought with reliance by telephone over long distances. Retailers and consumers have faith in the quality of the product when identified as carrying the federal grade. Small packers and small food retailers benefit along with the live-stock producer and the consumer.

"On May 25, 1959, the Department of Agriculture issued a press release announcing that the Department proposes to suspend the federal grading of lamb and mutton carcasses effective August 1, 1959. A notice appeared in the *Federal Register* on May 28, announcing the proposed suspension of lamb grading and invited interested individuals or organizations to express their views before June 22, 1959 (later extended to July 6).

"The large majority of small packers are amazed and shocked by Secretary Benson's decision to suspend lamb grading. They feel that this step will be ruinous to their businesses as well as costly to the lamb producers.

"The suspension of federal lamb

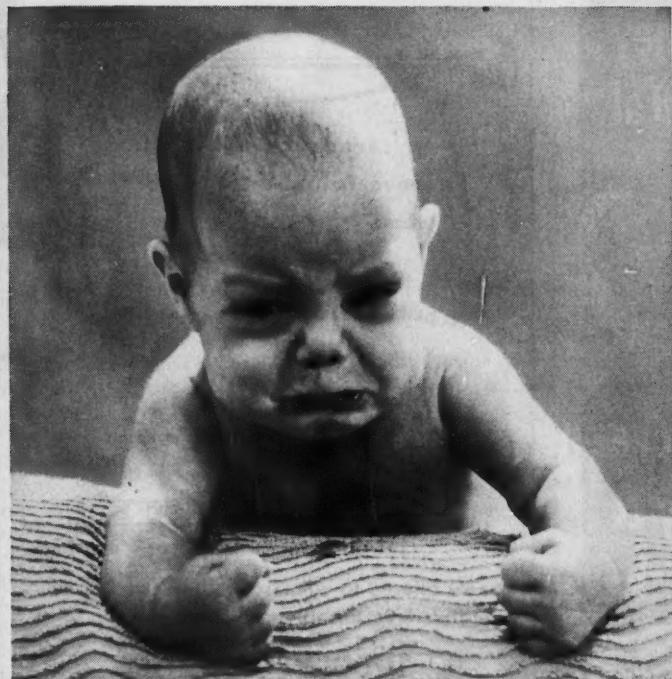
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grading will increase the share of slaughter by the big packers which will again be concentrated in their hands, and the competition for live lambs will be correspondingly reduced.

"Without federal grading, the business of independent packers will be restricted. The nationally advertised brands of the big packers will obtain a market advantage.

"We think the suspension of federal grading of lamb is equivalent to an order on the part of the Secretary of Agriculture to turn the small packers' lamb slaughtering business over to the big national companies.

"The big packers have been working 15 years to bring about the decision announced by Secretary Benson. Swift and Armour, with their large public relations staffs, have been unceasing in their efforts with the livestock producers to discredit federal grading. This subtle influence has produced results here and there in the sheep organizations.

PERFECT—DON'T DISCARD:

"We agree with the National Wool Growers Association that the lamb grading specifications need improving. This should be done immediately. The Department of Agriculture is now ready to make the changes that will improve the grading. Grading can and should be perfected—not discarded.

"The smaller packers cannot afford a trial period during which lamb grades are suspended. We know we would be critically hurt by it. No good purpose will be accomplished by the suspension. Unfavorable consumer reaction to the suspension will harm the lamb producers for years to come.

"The suspension of lamb grading will also be detrimental at the retail level. Consumer purchases will decrease because consumers know they can depend on uniform quality with federal grades. They can have no such assurance in private grading. Millions of dollars have been spent by large and small retailers advertising federal grades. This great consumer acceptance will be lost.

"Suspension of lamb grading will not hurt the big chains very much. They are big enough to establish buying programs and brand names of their own. But the independent supermarket operator with one or two stores will be hard hit. These small operators can make it fine with U. S. grades but if they are taken from them, they will lose out to the big chains.

"Furthermore, the consuming

public will consider the abolishment of grading a fraud engineered for the purpose of fooling consumers. A storm of protest is bound to arise when the public realizes what is happening. Finally, the cost of marketing will be increased if grading is suspended. The producers will have to bear a substantial share of the added cost.

"All in all, there are many reasons why grading should be continued, particularly if the specifications are corrected. But no one has yet advanced a valid reason for discarding this valuable service. They have only pointed out some weaknesses that could be improved."

Expect 1959 W. Europe F-O Imports To Set New Record

Gross imports of fats, oils and oilseeds by Western Europe for 1959 have been forecast at about 5,400,000 metric tons of oil or oil equivalent by the Foreign Agricultural Service.

This would establish a new record and surpass by 15 per cent the 4,700,000 tons imported last year. The 1959 forecast represents basic gross import requirements for consumption alone, following a year of apparent reduction of fats and oils inventories.

The bulk of the large imports is expected to consist of oilseeds and vegetable oils. Imports of animal fats are expected to rise also.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totalled 374,107,000 lbs. in May. Of this volume 169,250,000 lbs., or 45.2 per cent, were shortening, and 119,810,000 lbs., or 32.0 per cent were salad and cooking oils. Shipments of margarine oils and/or fats totaled 85,047,000 lbs., or 22.7 per cent of the total. Shipments in May last year amounted to 356,230,000 lbs.

U.S. Meat Imports Drop Sharply In May

Foreign meat entered the United States in reduced volume during May. Imports for the month at 67,410,607 lbs. represented a drop of nearly 33,000,000 lbs. from the April volume of 100,001,174 lbs., and were only slightly larger than the 66,365,772 lbs. which entered in May, 1958. Imports of fresh beef and veal fell sharply to 28,420,736 lbs. from 46,968,523 lbs. in April, and were almost 3,000,000 lbs. below the level of May last year. Imports of 13,263,274 lbs. of fresh beef and veal from Australia were in about triple the volume of last year, while New Zealand shipments at 5,294,884 lbs. were less than about one-third of last year's May volume of 17,310,029 lbs. Australia was the largest meat shipper in May with 16,899,474 lbs., followed by 11,698,389 lbs. from Argentina and 10,097,476 lbs. from Canada. Meat imports from Argentina consisted mostly of cured and canned beef, although shipment of the cured product was halted on May 15. U.S. imports of meats by country of origin are listed below:

| Country of origin | Fresh meats and edible offal | | | Cured meats | |
|-------------------|------------------------------|------------------------|-------------|-------------|-------------|
| | Beef and Veal Pounds | Lamb and Mutton Pounds | Pork Pounds | Beef Pounds | Pork Pounds |
| Argentina | 13,263,274 | 3,552,178 | — | 9,253,220 | 55,025 |
| Australia | 13,263,274 | 3,552,178 | — | 2,145,284 | 30,360 |
| Brazil | 3,610,582 | 1,416 | 5,535,799 | 42 | 484,095 |
| Canada | — | — | — | — | 342,401 |
| Denmark | — | — | — | — | 9,790 |
| Holland | — | — | — | — | 5,502 |
| Ireland | 1,548,200 | — | — | — | 16,370 |
| Mexico | 3,054,049 | — | — | — | — |
| New Zealand | 5,294,884 | 1,065,524 | — | — | — |
| Paraguay | — | — | — | 737,236 | — |
| Poland | — | — | — | — | 167,035 |
| Uruguay | — | — | — | 649,141 | — |
| All others | 1,649,747 | 16,650 | — | 5,140 | 20,279 |
| Totals—May 1959 | 28,420,736 | 4,635,768 | 5,535,799 | 12,790,063 | 1,130,857 |
| May 1958 | 31,239,147 | 3,225,894 | 3,130,361 | 8,735,853 | 913,671 |

| Country of origin | Canned meats | | | Sausage | | General miscel. Pounds | Total Pounds |
|-------------------|--------------|-------------|--------------|---------|---------|------------------------|-------------------|
| | Beef Pounds | Pork Pounds | Misc. Pounds | Pounds | Pounds | | |
| Argentina | 2,207,926 | — | 99,018 | — | 83,200 | 11,698,389 | 28,222,16,899,474 |
| Australia | 55,800 | — | — | — | — | — | — |
| Brazil | 1,350,707 | — | 9 | — | 19,600 | 3,545,960 | — |
| Canada | 19,178 | 235,940 | 11,718 | 973 | 197,733 | 10,097,476 | — |
| Denmark | — | 2,777,330 | 290,415 | 109,016 | — | 3,519,162 | — |
| Germany | — | 243,225 | 450 | 32,741 | — | 286,206 | — |
| Holland | 27 | 3,935,755 | 31,426 | 927 | — | 3,973,637 | — |
| Ireland | — | — | — | — | — | — | 1,564,570 |
| Mexico | — | — | — | — | — | — | 3,054,049 |
| New Zealand | 249,713 | — | — | — | — | — | 6,360,408 |
| Paraguay | — | 1,338,328 | 242,012 | — | — | — | 986,949 |
| Poland | — | — | — | — | — | — | 1,747,375 |
| Uruguay | 1,062,044 | — | 12,144 | — | 5,600 | 1,728,929 | — |
| All others | 112,344 | 81,141 | 37,395 | 25,327 | — | 1,948,023 | — |
| Totals—May 1959 | 4,945,395 | 8,642,922 | 768,333 | 181,052 | 350,682 | 67,410,607 | — |
| May 1958 | 7,419,605 | 9,727,095 | 1,315,259 | 49,546 | 609,431 | 66,365,772 | — |

Note: In addition to the above, May imports included 243,672 lbs. of horse meat from Mexico.

USDA Analyzes Their Growth, Structure and Activities

The public terminal market system, an enterprise now approaching the end of its first century of operation, is one of the most important market outlets for livestock in the United States, the Agricultural Marketing Service of the U. S. Department of Agriculture pointed out recently in a study of "Livestock Terminal Markets." As a business, it ranks among the country's industrial giants, providing employment directly or indirectly for millions of persons.

The enormity of the overall establishment in volume of animals handled is shown in the fact that in 1958 about 19,300,000 cattle, 3,600,000 calves, 30,300,000 hogs and 11,700,000 sheep went through 59 of these facilities, and 1958 was not a banner year.

The majority of terminal markets are located in the central livestock producing and feeding area bounded roughly by the mountains in the west down into Texas, east along about the Mason-Dixon line to the Appalachians, north to the lakes and back westward to the mountains. Other markets, such as Ogden and those on the west coast, also handle large numbers of livestock, especially sheep, seasonally.

The oldest of the modern terminal markets organized on the private treaty basis is at Chicago. The success of the Chicago public market in supplying the needs of both buyers and sellers led to the establishment of similar markets at other railroad centers and important river crossings. Other stockyards were organized in Kansas City in 1871; St. Louis in 1872; Cincinnati, 1874; Indianapolis, 1877; Omaha, 1884; Denver, 1886; St. Paul, 1888; Fort Worth, 1893; Sioux City, 1894, and the St. Joseph market in 1896. By 1900, most of the larger public markets that are in operation at the present time had been established, and the bulk of the livestock in this country moved through these markets. From 1900 to the early 1920's, the role of terminal markets in the livestock marketing system remained substantially unchanged.

CHICAGO THE KEY: For many years, starting deep in the last century, Chicago was the "key" market which set the pattern for trading at other markets farther west. But this situation changed as the packing in-

dustry spread west and the pivotal trading center lost significance.

Gone forever are the days of extra heavy concentration of shipments to one important market, such as Chicago. Daily arrivals at Chicago some years ago were often burdensome, while receipts at west central terminals were relatively light. For example, one-day record receipts at Chicago were as follows: cattle, November 16, 1908, 49,128 head; calves, September 4, 1934, 10,673; hogs, December 15, 1924, 122,749, and sheep, October 16, 1911, 11,792 head.

Livestock arriving at terminal markets fall in three categories: "initials" or "salables" are offered for sale for the first time at the terminal and are booked to a commis-

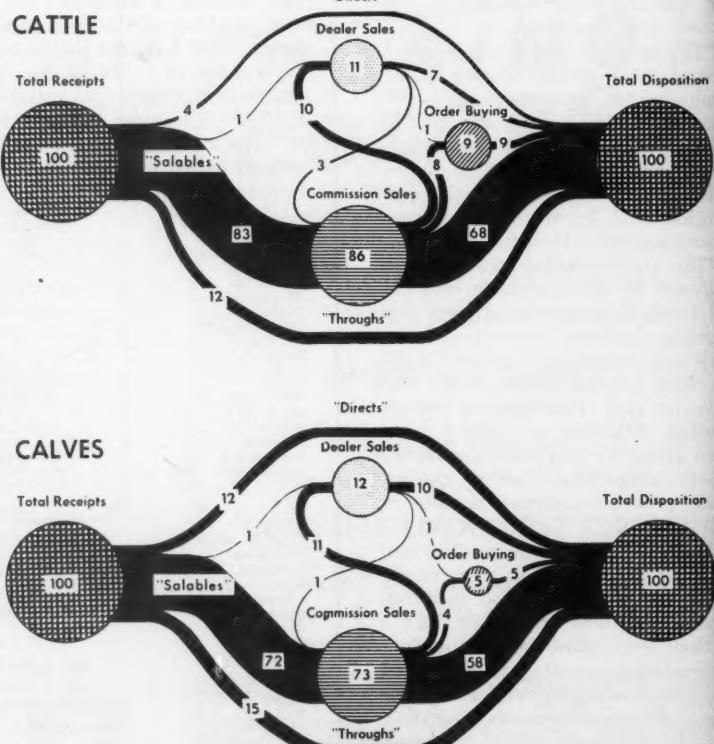
sion firm for sale. These animals may be sold to a local packer for slaughter, to an order buyer for shipment to a packer or to a feeder for further fitting, or to a "speculator" who by various means of grouping, etc., can resell them to anyone he pleases. Then they are called "resales".

"Directs" are livestock already owned by a packer or other firm or person, bought at some country points and directed to the buyer. Arrivals booked thus make up a smaller portion of the total run, although they have been known to outnumber "salables" in some cases.

The third classification is "throughs," that is, livestock in transit and destined elsewhere. Having come some distance and most gener-

LIVESTOCK MOVEMENT THROUGH TERMINALS

*Cattle and Calves, 1954**



ALL FIGURES EXPRESSED AS PERCENTAGE OF TOTAL VOLUME
* RECEIPTS AT 59 POSTED TERMINAL MARKETS

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ally by rail, these animals pause in the yards for feed, water and rest before continuing their journey.

Terminal markets are located throughout the country and vary considerably in the different kinds of livestock handled. Most of the larger terminal markets are located in the north central region, although some large calf and lamb markets are located in the southwestern and mountain states.

IMPORTANCE: Terminal markets are the dominant outlet for livestock in the north central region. In 1955, nearly 44 per cent of the livestock sold in the region were marketed through terminals. In the western region, terminals ranked second as market outlets for livestock with nearly 30 per cent of the animals moving along this avenue. In the Northeast and South, country sales and auctions accounted for the bulk of livestock sales.

Most livestock sold through terminals in the U. S. in 1954 went through markets located in the greater central region. In 1954, 83 per cent of cattle, 82 per cent of calves, 93 per cent of hogs and 72 per cent of the lambs sold at terminals were marketed in the region. An additional 20 per cent of total lamb marketings at terminals were accounted for in the mountain region. Hogs accounted for a relatively large proportion in the east north central, west north central, northeast and southern regions. Lambs made up a larger share of marketings in the mountain and Pacific regions than in any of the other areas, while calves accounted for a relatively larger proportion of total marketings in the northeast and south central regions.

Since the mid-twenties, the relative importance of terminal markets for slaughter livestock has declined. The extent of the decline was the largest for calves and the smallest for cattle. In 1956, estimates indicate that about 70 per cent of cattle slaughtered in inspected plants, 37 per cent of calves, 45 per cent of the lambs and 37 per cent of the hogs, were purchased at terminals. Although the terminals have declined in importance for slaughter marketings, in 1955 producers marketed more livestock through terminal public markets than any other single market outlet. The proportion of stocker and feeder animals to total receipts, except hogs, has increased. In 1957, 85 per cent of the cattle, 76 per cent of the calves, 71 per cent of the hogs and 58 per cent of the lambs received were "salable".

Marketings of livestock tend to be seasonal; variations in this respect

are least for cattle, next greater on sheep and most on hogs. Cattle marketings, especially of feeders, tend to be heaviest in the fall; hog runs are largest from November through February; more range lambs come in the early autumn, and fed lambs, January through March. Marketings of fat cattle are relatively uniform throughout the year, except that the percentages of Choice and Prime are highest in the winter and early spring.

Receipts of all livestock at terminal markets by days tend to move in the same direction, that is, heaviest early in the week, and lighter toward the close. Cattle receipts run heaviest on Monday, dip on Tuesday and dwindle thereafter. Hog runs are heaviest on Monday and Tuesday, are a little lower at mid-week and decline from then on to the close.

Variations in receipts from market to market depend on local practices. However, early-in-the-week marketings are most generally favored by producers due to convenience,

and by market interests because of office and administrative routine. Packers look to the terminals early in the week and to country buyers thereafter. Of late, the tendency has been to encourage all livestock interests to spread out marketings over the week.

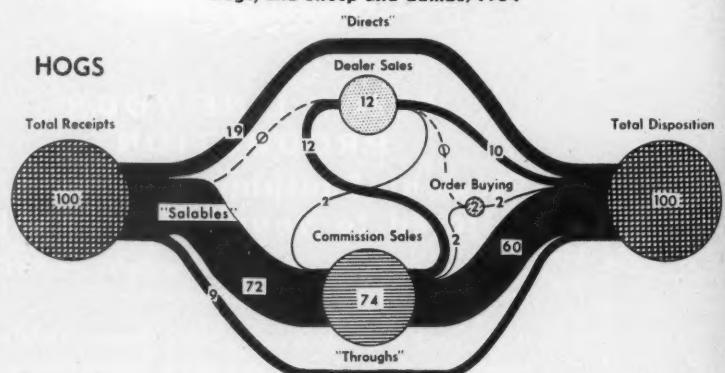
The bulk of livestock sold at terminal markets is generally consigned to commission agents. The largest share of commission sales of slaughter stock are to packers, although dealers and order buyers compete strongly. Feeder stock is ordinarily bought by farmers for further fitting. Dealers in 1954 handled about 12 per cent of hogs and calves, 11 per cent of cattle and 5 per cent of lambs moving through terminals. Order buyers handled about 10 per cent of total receipts of cattle and lambs. They obtained 5 per cent of calf and 2 per cent of hog receipts.

The stockyard company owns and operates the yard facilities and provides all personnel and equipment required in the case of sales of live-

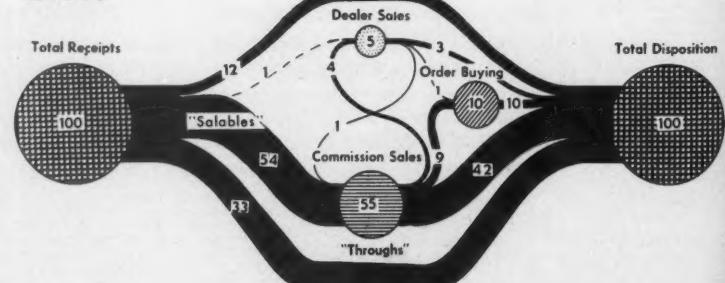
[Continued on page 35]

LIVESTOCK MOVEMENT THROUGH TERMINALS

*Hogs, and Sheep and Lambs, 1954**



SHEEP and LAMBS



ALL FIGURES EXPRESSED AS PERCENTAGE OF TOTAL VOLUME
* RECEIPTS AT 59 POSTED TERMINAL MARKETS O LESS THAN 0.5 PERCENT

ALL MEAT... output, exports, imports, stocks

Meat Output Up; 13% Above Year Ago

Production of meat under federal inspection for the week ended June 27 rose 5 per cent to 400,000,000 lbs. from 382,000,000 lbs. for the previous week, and exceeded last year's 354,000,000 lbs. by 13 per cent. Volume of output last week was also the largest in several weeks. Slaughter of cattle and hogs was up from the previous week and in both instances, larger than last year. Hog kill numbered nearly 200,000 head larger than a year ago, while that of cattle held only about a 9,000-head advantage over slaughter a year ago. Estimated slaughter and meat production by classes appear below as follows:

| Week Ended | BEEF | | PORK | | TOTAL MEAT PROD. |
|---------------|---------------|-------------------------|---------------|-------------------------|------------------|
| | Number M's | Production Mil. lbs. | Number M's | Production Mil. lbs. | |
| June 27, 1959 | 350 | 209.6 | 1,160 | 168.1 | |
| June 20, 1959 | 335 | 201.3 | 1,100 | 158.3 | |
| June 28, 1958 | 341 | 192.0 | 961 | 139.0 | |

| Week Ended | VEAL | | LAMB AND MUTTON | | TOTAL MEAT PROD. |
|---------------|---------------|-------------------------|-----------------|-------------------------|------------------|
| | Number M's | Production Mil. lbs. | Number M's | Production Mil. lbs. | |
| June 20, 1959 | 81 | 10.4 | 255 | 11.5 | 382 |
| June 28, 1958 | 97 | 12.5 | 224 | 10.0 | 354 |
| June 27, 1959 | 88 | 11.4 | 250 | 11.0 | 400 |

| Week Ended | AVERAGE WEIGHT AND YIELD (LBS.) | | | | HOGS | |
|---------------|---------------------------------|---------|-----------|---------|------|---------|
| | CATTLE | | LIVESTOCK | | | |
| | Live | Dressed | Live | Dressed | Live | Dressed |
| June 27, 1959 | 1,050 | 599 | 252 | 145 | | |
| June 20, 1959 | 1,055 | 601 | 251 | 144 | | |
| June 28, 1958 | 1,002 | 563 | 251 | 145 | | |

| Week Ended | CALVES | | SHEEP AND LAMBS | | LARD PROD. Per cwt. Mil. lbs. |
|---------------|--------|---------|-----------------|---------|---|
| | Live | Dressed | Live | Dressed | |
| June 27, 1959 | 230 | 129 | 91 | 44 | ... |
| June 20, 1959 | 230 | 129 | 93 | 45 | 39.4 |
| June 28, 1959 | 230 | 129 | 92 | 45 | 37.4 |
| | | | | | 34.6 |

See Heavy Movement Of Fats From Chicago Port In July

July will be another month for large export shipments of bulk lard, tallow and inedible white grease from the port of Chicago to various United Kingdom ports and to Rotterdam. According to Kevin Levins, executive vice president of Calumet Harbor Terminals, arrangements have been effected for the bulk loading of 12,200 tons of these animal products in July.

Bulk export shipments of lard, tallow and inedible grease through the port of Chicago, and handled by the Calumet Harbor Terminals in June, totaled 8,600 tons, all going to processors and distributors at the leading English ports and at Rotterdam.

U. S. LARD STOCKS

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on May 31, 1959 totaled 158,200,000 lbs. This volume compared with 146,900,000 lbs. in stock at the close of May and 86,673,000 lbs. in stock on May 31, 1958.

CHICAGO LARD STOCKS

Lard stocks in Chicago on June 30 totaled 36,696,481 lbs., according to the Chicago Board of Trade. This volume compared with 29,505,151 lbs. in storage on May 31 and 8,285,919 lbs. in storage on June 30, 1958.

Lard stocks by class (in pounds) appear in the table below:

| | June 30 1959 | May 31 1959 | June 30 1958 |
|---------------|-----------------|----------------|-----------------|
| P.S. Lard (a) | 19,499,566 | 16,562,977 | 5,726,893 |
| P.S. Lard (b) | ... | ... | ... |
| Dry Rendered | | | |
| Lard (a) | 14,460,587 | 11,293,174 | 689,912 |
| Dry Rendered | | | |
| Lard (b) | 2,736,321 | 1,651,000 | 1,869,114 |
| Other Lard | 36,696,481 | 29,505,151 | 8,285,919 |
| TOTAL LARD | 36,696,481 | 29,505,151 | 8,285,919 |

(a) Made since Oct. 1, 1958.

(b) Made previous to Oct. 1, 1958.

Meat Index Edges Upward

Meat prices continued to advance in the week ended June 23, according to a Bureau of Labor Statistics study. Up for the second straight week, the average wholesale price index on meats was 103.9 as against 103.1 for the previous week. The average wholesale price was 119.6, up .2 of a percentage point. The current index on meats was down sharply from 115.2 a year earlier.

Effect of New Seaway

[Continued from page 29]

movement of more than 13,000,000 tons per year. The tentative conclusion of U. S. people working on the project is that the workable capacity of the seaway can be increased to about 50,000,000 tons within the next 10 years. They also feel that potential traffic is available to utilize this capacity.

In its projections of potential demand for farm products, the U. S. Department of Agriculture predicts sizable increases in demand for packinghouse products in the next 15 years. Rises in consumer income and level of living throughout the world during this period are expected to increase the demand for more nutritive foods such as meat products, according to the department's projections. Whether the need is in the western or eastern hemisphere, the St. Lawrence Seaway will assuredly play an increasingly important role in this continuing drama of supply and demand.

State Inspection Moves Into All Oregon Custom Meat Plants

State meat inspection will move into all custom slaughter plants in Oregon. Heretofore they held exemption privileges if they wished to exercise those privileges. The order is the result of recent legislation, now effective.

Already 10 of the 18 exempt custom plants have applied to the state department of agriculture for inspection service, which means renovations and some new equipment will be needed to meet basic inspection standards. When custom plants come under inspection and licensing, they are entitled to wholesale meat.

The same law brings non-slaughtering processing plants and animal food slaughter and processing operations under the state meat dealer's licensing law, at annual license fees of \$10 and \$20, respectively.

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended June 27, 1959 was 12.3, the U. S. Department of Agriculture has reported. This ratio compared with the 12.6 ratio for the preceding week and 17.3 a year ago. These ratios are calculated on the basis of No. 3 yellow corn selling at \$1.296, \$1.299 and \$1.375 per bu. during the three periods, respectively.

PROCESSED MEATS . . . SUPPLIES

USDA-Alleged P. & S. Act Violation Denied by Swift

The U. S. Department of Agriculture has issued a complaint against Swift & Company, Chicago, for alleged violations of the Packers and Stockyards Act through operations at its Neuhoff Packing Co. plant at Nashville, Tenn.

In a formal complaint and notice of hearing, the USDA charged Swift with selling smoked picnic shoulders to one retail grocery chain at prices substantially lower than those charged other chains for picnics of the same kind and quality, and in the same market area. The USDA charges that the alleged discrimination is a violation of Section 202 of the Packers and Stockyards Act.

In a statement denying that the Nashville plant has violated the P. & S. Act, Swift said:

"Featuring picnics at a reduced price, which is involved in this complaint, is customary in this market. It has not injured competition but, on the contrary, has stimulated competition, thus benefiting consumers and livestock producers.

"Investigating and bringing a complaint against only one company concerning a general industry practice in this market is unfair, in our opinion.

"The company's policy is definitely to comply with the provisions of the Packers and Stockyards Act."

DOMESTIC SAUSAGE

| | |
|---|-----------------|
| Pork sausage, bulk, (lcl. lb.) | 33 1/2 @ 37 1/2 |
| Pork sausage, sheep cas., in 1-lb. roll | 33 1/2 @ 37 1/2 |
| Pork sausage, sheep cas., in 1-lb. package | 52 @ 58 |
| Frank, sheep casing, in 1-lb. package | 63 1/2 @ 72 |
| Frank, skinless, in 1-lb. package | 50 @ 51 |
| Bologna, ring, bulk | 46 1/2 @ 53 |
| Bologna, a.e. bulk | 42 @ 46 |
| Bologna, a.e. sliced, 6-7 oz. pack., oz. | 2.61 @ 3.60 |
| Smoked liver, n.e., bulk | 50 1/2 @ 58 |
| Smoked liver, a.e., bulk | 57 @ 47 |
| Pork sausage, self-service pack. | 70 @ 82 |
| New Eng. lunch spec. | 60 @ 64 |
| New Eng. lunch spec., sliced, 6-7 oz., doz. | 3.84 @ 4.92 |
| Olive loaf, bulk | 48 @ 53 |
| O.L., sliced, 6-7 oz., doz. | 2.88 @ 3.84 |
| Blood and tongue, n.e. | 69 |
| Blood, tongue, a.e. | 46 1/2 @ 65 |
| Pepper loaf, bulk | 52 @ 65 |
| P.L., sliced, 6-oz., doz. | 3.05 @ 4.80 |
| Pickle and pimento loaf | 44 1/2 @ 53 |
| P&P loaf, sliced, 6-7-oz., dozen | 2.78 @ 3.60 |

DRY SAUSAGE (lcl. lb.)

| | |
|-------------------------|-------------|
| Cervelat, ch. hog bungs | 1.01 @ 1.03 |
| Thuringer | 64 @ 66 |
| Farmer | 86 @ 88 |
| Holsteiner | 74 @ 76 |
| Salami, B.C. | 94 @ 96 |
| Salami, Genoa style | 1.02 @ 1.04 |
| Salami, cooked | 52 @ 54 |
| Pepperoni | 85 @ 87 |
| Sicilian | 94 @ 96 |
| Goteborg | 86 @ 88 |
| Mortadella | 60 @ 62 |

CHGO. WHOLESALE SMOKED MEATS

June 30, 1959

| | |
|--|----|
| Hams, skinned, 14/16 lbs. (Av.) wrapped | 47 |
| Hams, skinned, 14/16 lbs., ready-to-eat, wrapped | 47 |
| Hams, skinned, 16/18 lbs., wrapped | 46 |
| Hams, skinned, 16/18 lbs., ready-to-eat, wrapped | 47 |
| Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped | 37 |
| Bacon, fancy sq. cut, seed less, 10/12 lbs., wrapped | 37 |
| Bacon, No. 1, sliced 1 lb. heat seal self-service pkg. | 52 |

SPICES

| | |
|--|-----------|
| (Basis Chicago, original barrels, bags, bales) | |
| Whole | Ground |
| All-spice, prime | 86 96 |
| Resifted | 99 1.01 |
| Chili pepper | 53 |
| Chili powder | 53 |
| Cloves, Zanzibar | 58 63 |
| Ginger, Jam., unbl. | 59 63 |
| Mace, fancy Banda | 3.50 3.90 |
| West Indies | 3.50 |
| East Indies | 3.10 |
| Mustard flour, fancy | 43 |
| No. 1 | 38 |
| West Indies nutmeg | 2.10 |
| Paprika, Amer. No. 1 | 55 |
| Paprika, Spanish | 90 |
| Cayenne pepper | 61 |
| Pepper: | |
| Red, No. 1 | 56 |
| White | 55 60 |
| Black | 38 42 |

SAUSAGE CASINGS

(lcl. prices quoted to manufacturers of sausage)

| | |
|--------------------------------|-------------|
| Beef rounds: (per set) | |
| Clear, 29 3/5 mm. | 1.15 @ 1.25 |
| Clear, 35/38 mm. | 1.05 @ 1.25 |
| Clear, 35/40 mm. | 85 @ 1.05 |
| Clear, 38/40 mm. | 1.05 @ 1.15 |
| Clear, 40/44 mm. | 1.30 @ 1.40 |
| Clear, 44 mm./up | 1.50 @ 1.85 |
| Not clear, 40 mm./dn. | 75 @ 85 |
| Not clear, 40 mm./up | 85 @ 95 |
| Beef weasands: (Each) | |
| No. 1, 24 in./up | 14 @ 17 |
| No. 1, 22 in./up | 10 @ 15 |
| Beef middles: (Per set) | |
| Ex. wide, 2 1/2 in./up | 3.60 @ 3.85 |
| Spec. wide, 2 1/2-2 1/2 in./up | 2.45 @ 2.60 |
| Spec. med. 1 1/2-2 1/2 in./up | 1.65 @ 1.80 |
| Narrow, 1 1/2 in./dn. | 1.15 @ 1.20 |
| Beef bung caps: (Each) | |
| Clear, 5 in./up | 27 @ 32 |
| Clear, 4 1/2-5 inch | 22 @ 22 |
| Clear, 4 1/2-4 1/2 inch | 15 @ 16 |
| Clear, 3 1/2-4 1/2 inch | 12 @ 14 |
| Not clear, 4 1/2 inch/up | 13 @ 15 |
| Beef bladders, salted: (Each) | |
| 7 1/2 inch/up, inflated | 20 |
| 6 1/2-7 1/2 inch, inflated | 14 @ 15 |
| 5 1/2-6 1/2 inch, inflated | 13 @ 14 |
| Pork casings: (Per hank) | |
| 29 mm./down | 4.30 @ 4.55 |
| 29/32 mm. | 4.25 @ 4.50 |
| 32/35 mm. | 3.25 @ 3.30 |
| 35/38 mm. | 2.40 @ 2.60 |
| 38/44 mm. | 2.30 @ 2.40 |
| Hog bungs: (Each) | |
| Sow, 34 inch cut | 62 @ 67 |
| Export, 34 in. cut | 53 @ 56 |
| Large prime, 34 in. | 40 @ 42 |
| Med. prime, 34 in. | 28 @ 30 |
| Small prime | 16 @ 22 |
| Middles, cap off | 60 @ 70 |
| Hog skips | 7 @ 10 |

HOG RUNNERS, GREEN

| | |
|-------------------------|-------------|
| Hog casings: (Per hank) | 20 @ 25 |
| 26/28 mm. | 5.60 @ 5.80 |
| 24/26 mm. | 5.45 @ 5.65 |
| 22/24 mm. | 4.60 @ 4.75 |
| 20/22 mm. | 3.75 @ 4.00 |
| 18/20 mm. | 2.60 @ 2.85 |
| 16/18 mm. | 1.50 @ 2.15 |

CURING MATERIALS

| | |
|---|-------|
| Nitrite of soda, in 400-lb. Cwt. bbls., del. or f.o.b. Chgo. | 11.98 |
| Pure refined gran. | 5.65 |
| Pure refined powdered nitrate of soda | 8.65 |
| Salt, paper sacked, f.o.b. Chgo. gran. carlote, ton. | 30.00 |
| Rock salt in 100-lb. bags, f.o.b. whse., Chgo. | 22.50 |
| Sugar: | |
| Raw, 96 basis, f.o.b. N.Y. | 6.30 |
| Refined standard cane gran., delv'd. Chgo. | 9.30 |
| Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%. | 8.85 |
| Dextrose, regular: | |
| Cerelose, (carlote, cwt.) | 7.61 |
| Ex-warehouse, Chicago | 7.76 |

SEEDS AND HERBS

| | |
|--------------------------|--------|
| (lcl. lb.) Whole | Ground |
| Caraway seed | 22 37 |
| Cominos seed | 51 56 |
| Mustard seed | |
| fancy | 23 |
| yellow Amer. | 17 |
| Oregano | 41 50 |
| Coriander, Morocco No. 1 | 20 24 |
| Morjoram, French | 54 63 |
| Sage, Dalmatian, No. 1 | 56 64 |



"PIGGY-BACK" rail delivery of refrigerated fresh meat directly from Midwest processing plants to New England housewives was inaugurated recently by Armour-Chamberlain, Boston, a division of Armour and Company, with 25,000-lb. shipment of fresh beef, pork, lamb and veal from Armour's St. Paul, Minn., plant to Tedeschi Super-Markets of Boston. "Piggy-back" units were large detachable truck bodies with self-contained refrigeration equipment designed to keep meat at a constant temperature of about 34° F. Truck is shown as it was driven off railroad flat car in East Cambridge, Mass. Pictured are (l. to r.): Angelo Tedeschi and Edward Berry, both buyers at Tedeschi; Wes Ryder, salesman, and Homer D. Yeakel, Armour-Chamberlain manager.

FRESH MEATS... Chicago and outside

CHICAGO

June 30, 1959

WHOLESALE FRESH MEATS

CARCASS BEEF

| Steers, gen. range: | (carcots, lb.) |
|---------------------|----------------|
| Prime, 700/800 | none qtd. |
| Choice, 500/600 | 45n |
| Choice, 600/700 | 44½ |
| Choice, 700/800 | 43½ |
| Good, 500/600 | 43 |
| Good, 600/700 | 42½ |
| Bull | 41 |
| Commercial cow | 34½@35 |
| Canner-cutter cow | 35 |

BEEF PRODUCTS

(frozen, carlots, lb.)

| | |
|---------------------------|------|
| Tongues, No. 1, 100's | 31 |
| Tongues, No. 2, 100's | 28 |
| Hearts, regular 100's | 21 |
| Livers, regular, 35/50's | 25½ |
| Livers, selected, 35/50's | 33½a |
| Lips, scalded, 100's | 12½n |
| Lips, unscalded, 100's | 10½ |
| Tripe, scalded, 100's | 5½ |
| Tripe, cooked, 100's | 7 |
| Meats | 6½ |
| Lungs, 100's | 6½ |
| Udders, 100's | 6n |

PRIMAL BEEF CUTS

| Prime: | (Lb.) |
|--------------------------------|-------|
| Rounds, all wts. | 55 |
| Trimmed loins, | |
| 50/70 lbs. (ccl) ... 1.00@1.12 | |
| Square chucks, | |
| 70/90 lbs. ... 37 | |
| Arm chucks, 83/110 ... 35 @35½ | |
| Ribs, 25/35 ... 74 @78 | |
| Briquets (ccl) ... 30 @31 | |
| Navels, No. 1 ... 14½@15 | |
| Flanks, rough No. 1 ... 16 | |

| Choice: | |
|--------------------------------|-----|
| Hindqtrs. 5/800 | 57½ |
| Foreqtrs. 5/800 | 33½ |
| Rounds, 70/90 lbs. ... 53 | |
| Trimmed loins, 50/70 | |
| lbs. (ccl) ... 84 @88 | |
| Square chucks, | |
| 70/90 lbs. ... 37 | |
| Arm chucks, 80/110 ... 35 @35½ | |
| Ribs, 35/35 (ccl) ... 59 @65 | |
| Briquets (ccl) ... 30 @31 | |
| Navels, No. 1 ... 14½@15 | |
| Flanks, rough No. 1 ... 16 | |
| Good, (all wts.): | |
| Rounds ... 52 @53 | |
| Sq. chucks ... 36 @37 | |
| Briquets ... 29 @29½ | |
| Ribs ... 52 @54 | |
| Loins ... 78 @80 | |

| CAC grade, fresh | Job lots |
|------------------|-----------|
| Cow, 3 lbs./down | 1.00@1.05 |
| Cow, 3/5 lbs. | 1.15@1.20 |
| Cow, 4/5 lbs. | 1.30@1.35 |
| Cow, 5 lbs./up | 1.40@1.45 |
| Bull, 5 lbs./up | 1.40@1.45 |

| CARCASS LAMB | (ccl prices, cwt.) |
|----------------|--------------------|
| Prime, 35/45 | \$50.50@54.00 |
| Prime, 45/55 | 50.50@54.00 |
| Prime, 55/65 | 49.50@52.00 |
| Choice, 35/45 | 50.50@54.00 |
| Choice, 45/55 | 50.50@54.00 |
| Choice, 55/65 | 49.50@52.00 |
| Good, all wts. | 47.50@52.00 |

| CAC grade, fresh | Job lots |
|------------------|-----------|
| Cow, 3 lbs./down | 1.00@1.05 |
| Cow, 3/5 lbs. | 1.15@1.20 |
| Cow, 4/5 lbs. | 1.30@1.35 |
| Cow, 5 lbs./up | 1.40@1.45 |
| Bull, 5 lbs./up | 1.40@1.45 |

FANCY MEATS

(ccl prices)

| | |
|-------------------------|--------|
| Beef tongues: | |
| corned, No. 1 | 40 |
| corned, No. 2 | 38 |
| Veal breads, 6/12 oz. | 1.16 |
| 12 oz./up | 1.30 |
| Calf tongues, 1-lb./dn. | 32 |
| Oxtails, fresh select | 20 @21 |

BEEF SAUS. MATERIALS

FRESH

| Canner-cutter cow meat. | (Lb.) |
|-----------------------------------|---------|
| Barrels | 51n |
| Bull meat, boneless, barrels | 53½ |
| Beef trimmings, 75/85% barrels | 37 |
| Beef trimmings, 85/95%, barrels | 45n |
| Boneless chuck, barrels | 50½ |
| Beef cheek meat, trimmed barrels | 39 |
| Beef head meat, blbs. | 33n |
| Veal trimmings, boneless, barrels | 50 @ 51 |

VEAL SKIN-OFF

(ccl carcass price cwt.)

| | |
|-----------------|---------------|
| Prime, 90/120 | \$54.00@55.00 |
| Prime, 120/150 | 53.00@55.00 |
| Choice, 90/120 | 48.00@50.00 |
| Choice, 120/150 | 47.00@49.00 |
| Good, 90/120 | 45.00@47.00 |
| Com'l, 90/120 | 42.00@44.00 |
| Utility, 90/120 | 37.00@40.00 |
| Cull, 60/125 | 35.00@38.00 |

BEF HAM SETS

| | |
|----------------------|------|
| Insides, 12/up, lb. | 62½n |
| Outsides, 8/up, lb. | 61n |
| Knuckles, 7½/up, lb. | 62½n |

n—nominal, b—bid.

PACIFIC COAST WHOLESALE MEAT PRICES

| Los Angeles | San Francisco | No. Portland |
|-------------|---------------|--------------|
| June 30 | June 30 | June 30 |
| | | |

| FRESH BEEF (Carcass) | |
|----------------------|---------------|
| STEER: | |
| Choice: 5-600 lbs. | \$46.50@48.00 |
| Choice: 6-700 lbs. | 45.00@47.00 |
| Good: 5-600 lbs. | 44.00@46.00 |
| Good: 6-700 lbs. | 42.00@44.00 |
| Stand.: 3-600 lbs. | 40.00@43.00 |

| COW: | |
|----------------------|-------------|
| Standard, all wts. | 39.00@40.00 |
| Commercial, all wts. | 37.00@38.00 |
| Utility, all wts. | 36.00@37.00 |
| Canner-cutter | 33.00@35.00 |
| Bull, util. & com'l | 39.00@41.00 |

| FRESH CALF: | |
|-----------------------|-------------|
| (Skin-off) | (Skin-off) |
| Choice: 200 lbs. down | 54.00@57.00 |
| Good: 200 lbs. down | 53.00@55.00 |
| | 52.00@54.00 |

| LAMB (Carcass): | |
|--------------------|-------------|
| Prime: 45-55 lbs. | 48.00@50.00 |
| Prime: 55-65 lbs. | 46.00@48.00 |
| Choice: 45-55 lbs. | 48.00@50.00 |
| Choice: 55-65 lbs. | 46.00@48.00 |
| Good, all wts. | 45.00@48.00 |

| MUTTON (Ewe): | |
|----------------------|-------------|
| Choice, 70 lbs./down | 18.00@20.00 |
| Good, 70 lbs./down | 18.00@20.00 |

| FRESH PORK (Carcass): (Packer style) | |
|--------------------------------------|---------------|
| 120-180 lbs., U.S. No. 1-3 | \$27.00@29.00 |
| LOINS: | |

| | |
|------------|-------------|
| 8-10 lbs. | 43.00@49.00 |
| 10-12 lbs. | 43.00@49.00 |
| 12-16 lbs. | 43.00@49.00 |

| | |
|----------|-------------|
| PICNICS: | |
| 4-8 lbs. | 31.00@36.00 |
| HAMS: | |

| | |
|------------|-------------|
| 12-16 lbs. | 44.00@50.00 |
| 15-18 lbs. | 43.00@49.00 |
| 16-18 lbs. | 43.00@49.00 |

| | |
|---------------------------|-------------|
| BACON, "Dry" cure, No. 1: | |
| 5-8 lbs. | 32.00@40.00 |
| 8-10 lbs. | 32.00@40.00 |

| | |
|------------|-------------|
| 10-12 lbs. | 32.00@37.00 |
| | 40.00@44.00 |

NEW YORK

June 30, 1959

WHOLESALE FRESH MEATS

CARCASSES, CUTS

VEAL

BEEF

LAMB

PORK

CHICKEN

PIGEONS

PIGEON BIRDS

PIGEON CHICKS

PIGEON DUCKS

PIGEON FROGS

PIGEON GALL

PIGEON HENS

PIGEON HUMMINGBIRDS

PIGEON KIDS

PIGEON MUSK

PIGEON PIGEONS

PIGEON PIGEON

PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, July 1, 1959)

| SKINNED HAMS | | BELLIES | |
|-----------------|--------------|-----------------|--------|
| F.F.A. or fresh | Frozen | F.F.A. or fresh | Frozen |
| 36 | 10/12 | 36 | 6/8 |
| 36 | 12/14 | 36 | 8/10 |
| 36 | 14/16 | 36 | 10/12 |
| 36a | 16/18 | 36n | 12/14 |
| 33a | 16/18 | 33a | 14/16 |
| 31½ | 20/22 | 31½ | 16/18 |
| 30a | 22/24 | 30n | 18/20 |
| 28½ | 24/26 | 28½n | 20n |
| 27 | 25/30 | 27 | |
| 24 | 25/up, 2s in | 24 | |

| PICNICS | | D.S. BRANDED BELLIES (CURED) | |
|-----------------|-------------|---------------------------------|-------|
| F.F.A. or fresh | Frozen | | |
| 24½ | 4/6 | 24½ | 20/25 |
| 22½ @ 23 | 6/8 | 23½ | 18½n |
| 20 | 8/10 | 20 | 17½n |
| 20 | 10/12 | 20 | 14½n |
| 18 @ 18½ | 12/14 | 18½n | 12½n |
| 18 @ 18½ | 8/up, 2s in | 18½ | |

| FRESH PORK CUTS | | CURED | |
|-----------------|---------------|----------|-------|
| Job Lot | Car Lot | | |
| 41 @ 42 | Loins, 12/dn. | 41 | 6/8 |
| 38½ | Loins, 12/16 | 37 | 6½n |
| 30 | Loins, 16/20 | 28 | 7½n |
| 28 | Loins, 20/20 | 26 | 8n |
| 30 @ 31 | Butts, 4/8 | 27½ @ 29 | 10n |
| 25 | Butts, 8/12 | 24½ | 20/25 |
| 25 | Butts, 8/up | 24½ | 11 |
| 43 @ 43½ | Ribs 3/dn. | 36½ | |
| 30 | Ribs 3/5 | 25 @ 25½ | |
| 23 | Ribs 5/up | 20½n | |

LARD FUTURES PRICES

(Drum contract basis)

NOTE: Add 1/2c to all price quotations ending in 2 or 7.

| FRIDAY, JUNE 26, 1959 | | | | |
|-----------------------|-----------|------|------|-------|
| | Open | High | Low | Close |
| July | 9.07 @ 02 | 9.07 | 9.00 | 9.00 |
| Sept. | 9.42 | 9.42 | 9.37 | 9.40 |
| Oct. | 9.47 | 9.47 | 9.40 | 9.40 |
| Nov. | 9.45 | 9.45 | 9.42 | 9.42a |
| Dec. | 9.92 | 9.92 | 9.92 | 9.92a |

Sales: 1,680,000 lbs.

Open interest at close Thurs., June 25: July 170, Sept. 244, Oct. 61, Nov. 84, and Dec. 67 lots.

| MONDAY, JUNE 29, 1959 | | | | |
|-----------------------|------|------|-------|-------------|
| | Open | High | Low | Close |
| July | 8.38 | 8.38 | 8.35 | 8.30b- .35a |
| Sept. | 8.68 | 8.68 | 8.66a | 8.64b- .66a |
| Oct. | | | | 8.70b- .76a |
| Dec. | 8.90 | 8.90 | 8.78 | 8.80b- .87a |

LARD FUTURES PRICES

(Loose contract basis)

Open High Low Close

| FRIDAY, JUNE 26, 1959 | | | | |
|-----------------------|------|------|-------|-------------|
| | Open | High | Low | Close |
| July | 8.38 | 8.38 | 8.35 | 8.30b- .35a |
| Sept. | 8.68 | 8.68 | 8.66a | 8.64b- .66a |
| Oct. | | | | 8.70b- .76a |
| Dec. | 8.90 | 8.90 | 8.78 | 8.80b- .87a |

Sales: 600,000 lbs.

Open interest at close Thurs., June 25: July 43, Sept. 77, Oct. 21, and Dec. 1 lot.

| MONDAY, JUNE 29, 1959 | | | | |
|-----------------------|------|------|-------|-------------|
| | Open | High | Low | Close |
| July | 8.33 | 8.33 | 8.10 | 8.02b- .10a |
| Sept. | 8.60 | 8.60 | 8.45 | 8.40b- .45a |
| Oct. | 8.70 | 8.70 | 8.60a | 8.50b- .60a |
| Dec. | 8.85 | 8.85 | 8.72a | 8.70b- .74a |

Sales: 1,140,000 lbs.

Open interest at close Fri., June 26: July 40, Sept. 76, Oct. 21, and Dec. 4 lots.

| TUESDAY, JUNE 30, 1959 | | | | |
|------------------------|------|-------|-------|--------------|
| | Open | High | Low | Close |
| July | 8.00 | 8.07b | 7.98 | 7.95b- 8.00a |
| Sept. | 8.40 | 8.43 | 8.33a | 8.30b- .38a |
| Oct. | 8.50 | 8.55b | 8.47a | 8.50 |
| Dec. | 8.70 | 8.70 | 8.60 | 8.67b- .73a |

Sales: 2,040,000 lbs.

Open interest at close Mon., June 29: July 36, Sept. 76, Oct. 20, and Dec. 6 lots.

| WEDNESDAY, JULY 1, 1959 | | | | |
|-------------------------|------|-------|-------|--------------|
| | Open | High | Low | Close |
| July | 8.00 | 8.01 | 8.00 | 7.94b- 8.00a |
| Sept. | 8.38 | 8.38 | 8.35 | 8.30b- .37a |
| Oct. | 8.50 | 8.55b | 8.47a | 8.50 |
| Dec. | 8.67 | 8.70 | 8.67 | 8.67b- .73a |

Sales: 600,000 lbs.

Open interest at close Tues., June 30: July 128, Sept. 268, Oct. 21, and Dec. 81 lots.

| THURSDAY, JULY 2, 1959 | | | | |
|------------------------|------|------|------|-------------|
| | Open | High | Low | Close |
| July | 8.57 | 8.60 | 8.42 | 8.42b- .45a |
| Sept. | 9.02 | 9.05 | 8.85 | 8.87- .90 |
| Oct. | 9.00 | 9.00 | 8.90 | 8.92- .95 |
| Nov. | 9.02 | 9.02 | 8.85 | 8.92- .95 |
| Dec. | 9.75 | 9.75 | 9.65 | 9.67b- .70a |

Sales: 5,000,000 lbs.

Open interest at close Wed., July 1: July 89, Sept. 278, Oct. 77, Nov. 90, and Dec. 104 lots.

BROAD SETBACKS IN MARGINS THIS WEEK

Drastic markdowns on pork, especially on lean cuts, were mostly accountable for the broad cut-backs in margins this week. Prices on some lean cuts were at their lowest levels in some time. Lower live costs helped somewhat to offset the decline in pork.

—180-220 lbs.— 220-240 lbs.— 240-270 lbs.—

Value Value Value

per per per
cwt. cwt. cwt.

alive alive alive
yield yield yield

Lean cuts \$11.11 \$15.00 \$10.37

Fat cuts, lard 4.19 6.03 4.19

Ribs, trimm., etc. 1.78 2.57 1.57

Cost of hogs 15.87 15.72 15.12

Condemnation loss03 .08 .08

Handling, overhead 1.87 1.70 1.53

TOTAL COST 17.82 25.64 24.64

TOTAL VALUE 17.08 24.60 16.73

Cutting margin \$.74 \$1.37 \$1.94

Margin last week21 .30 .64

Margin this week21 .30 .46

PACIFIC COAST WHOLESALE LARD PRICES

Los Angeles June 30 San Francisco June 30 No. Portland June 30

LARD, Refined:

1-lb. cartons 13.50 @ 15.00 15.00 @ 16.00 14.00 @ 17.50

50-lb. cartons & cans 12.50 @ 14.00 14.00 @ 15.00 None quoted

Tierces 11.50 @ 13.00 13.00 @ 14.00

PACKERS' WHOLESALE LARD PRICES

Wednesday, July 1, 1959

Crude cottonseed oil, f.o.b.

Chicago \$11.50 Valley 13a

Refined lard, 50-lb. fiber cubes, f.o.b. Chicago 12.00 Southeast None qtd.

Kettle rendered, 50-lb. tins, f.o.b. Chicago 12.50 Texas 12%

Lard, kettle rendered, drums, f.o.b. Chicago 12.50

Neutral drums, f.o.b. Chicago 13.50

Standard shortening, drums, f.o.b. Chicago 13.25

Standard shortening, N. & S. (del.) 19.25

Hydro. shortening, N. & S. 19.50

OLEOMARGARINE

Wednesday, July 1, 1959

White domestic vegetable

30-lb. cartons 24

Yellow quarters, 30-lb. cartons 26

Milk churning pastry, 30-lb. lots, 30's 23%

Water churning pastry, 30-lb. lots, 30's 22%

Bakers' steel drums, ton lots 10%

OLEO OILS

Wednesday, July 1, 1959

Extra oleo oil (drums) 15% @ 16%

Prime oleo steeraine, bags or slack barrels 10

Prime oleo oil (drums) 15 @ 15%

n—nominal, a—asked, b—bid.

N. Y. COTTONSEED OIL CLOSINGS

Closing cottonseed oil futures in New York were as follows:

June 26—July 1, 13.91; Sept. 13.46

41; Oct., 12.99b-13.02a; Dec., 12.87

86; Mar., 12.77b-81a; May, 12.80b

84; and July, 12.65b-75a.

June 29—July, 13.67b-70a; Sept. 13.17-18; Oct., 12.72b-76a; Dec., 12.58b

86; Mar., 12.58b-61a; May, 12.59b

62a; and July, 12.65b-75a.

June 30—July, 13.77; Sept. 13.23b-25a; Oct., 12.90b-85a; Dec., 12.65

86; Mar., 12.60b-63a; May, 12.62b-65a; and July, 12.55b-60a.

July 2—July, 13.96b-70a; Sept. 13.21

86; Oct., 12.76b-80a; Dec., 12.60-88

86; Mar., 12.56b-60a; and July, 12.40b-51a.

THE NATIONAL PROVISIONER, JULY 4, 1959

BY-PRODUCTS...FATS AND HIDES

BY-PRODUCTS MARKET

F.O.B. Chicago, unless otherwise indicated
Wednesday, July 1, 1959

BLOOD

| | |
|--|---------|
| Unground, per unit of ammonia, bulk | \$5.25n |
| DIGESTER FEED TANKAGE MATERIALS | |
| Wet rendered, unground, loose | 6.00n |
| Low test | 5.50n |
| Med. test | 5.25n |
| High test | 5.25n |

PACKINGHOUSE FEEDS

| | |
|---|----------------|
| Carlots, ton | |
| 50% meat, bone scraps, bagged | 87.50@ 95.00 |
| 30% meat, bone scraps, bulk | 85.00@ 90.00 |
| 60% digester tankage, bagged | 85.00@ 95.00 |
| 80% digester tankage, bulk | 82.50@ 87.50 |
| 80% blood meal, bagged | 110.00@ 130.00 |
| Steam bone meal, 50-lb. bags (specially prepared) | 102.50 |
| 60% steam bone meal, bagged | 80.00@ 85.00 |

FERTILIZER MATERIALS

| | |
|--|-------|
| Feather tankage, ground, per unit of ammonia | *6.00 |
| Hoof meal, per unit of ammonia | 17.00 |

DRY RENDERED TANKAGE

| | |
|-----------------------------|-------------|
| Low test, per unit prot. | 1.65n |
| Medium test, per unit prot. | 1.55n |
| High test, per unit prot. | 1.40@ 1.45n |

GELATINE AND GLUE STOCKS

| | |
|----------------------------------|-------------|
| Bone stock (gelatine), ton | 20.00 |
| Cattle jaws, feet (non-gel), ton | 4.00@ 7.00 |
| Trim bone, ton | 7.00@ 12.00 |
| Pigskins (gelatine), cwt. | 6.25 |
| Pigskins (rendering) piece | 15@ 25n |

ANIMAL HAIR

| | |
|--|--------|
| Winter coil, dried, c.a.f. midwest, ton | 60.00 |
| Winter coil, dried, midwest, ton | 55.00 |
| Cattle switches, piece | 2@ 3 |
| Winter processed (Nov-Mar.) | |
| gray, lb. | |
| Summer processed (April-Oct.) | 10@ 11 |
| gray, lb. | |
| *Del. midwest, f.o.b. each, n-nom., a-asked. | 5@ 6 |

TALLOWS and GREASES

Wednesday, July 1, 1959

Eastern and midwest consumers of inedible tallow and greases lowered their buying ideas late last week, resulting in some stock selling at fractionally lower prices. A fair to good movement of choice white grease, all hog, was registered at 7 1/2c, c.a.f. New York. Bleachable fancy tallow met buying inquiry at 7 1/2@ 7 1/4c, same delivery point, with the outside price on high titre product. A few tanks of special tallow sold at 6c, c.a.f. Chicago. Bleachable fancy tallow was offered at 6 1/2c, c.a.f. Chicago, and at 6 1/2c, f.o.b. Chicago. Edible tallow traded at 8 1/2c, c.a.f. Chicago, and at 7 1/2c, f.o.b. River.

The market early in the new week was again inclined to weakness, and additional trading was recorded at around 1/8@ 1/4c lower prices. Bleachable fancy tallow sold at 6 1/2c, prime tallow at 6 1/4c, special tallow at 5 1/2c, choice white grease, all hog, early at 6 1/2c and later at 6 1/2c, yellow grease at 5 1/2@ 5 1/4c, and yellow

grease at 5 1/2c, all c.a.f. Chicago. Bleachable fancy tallow traded at 7 1/2c, c.a.f. New York, and several tanks of choice white grease, all hog, at 7 1/2c, same destination. Several tanks of edible tallow changed hands at 8 1/2c, c.a.f. Chicago. Original fancy tallow was bid at 7 1/2c, c.a.f. East, with sellers quiet.

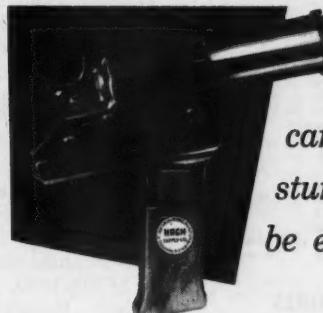
A few cars of bleachable fancy tallow sold at midweek at 6 1/2c, f.o.b. Chicago. The same material was available at 6 1/2c, c.a.f. Chicago. Yellow grease traded at 5 1/2@ 5 1/4c, c.a.f. Chicago, price depending on stock. Special tallow was offered at 5 1/2c, c.a.f. Chicago, with buying interest 1/4c lower. Edible tallow was offered at 8c, c.a.f. Chicago and a few tanks of the same material traded at 7 1/2c, f.o.b. River. Edible tallow was available at 7c, f.o.b. Denver. A few tanks of yellow grease sold at 6 1/2c, c.a.f. New York. Bleachable fancy tallow was bid at 7@ 7 1/2c, c.a.f. East, with the outside price on high titre stock. A few tanks of choice white grease, all hog, sold at 7 1/2c, delivered New York.

TALLOWS: Wednesday's quota-

Combination of scientifically blended phosphates
Instant Solubility • Safest Performance • Economical

VITA-CURAID
MOST VITAL AID FOR YOUR
PUMPING AND CURING PICKLE

FIRST SPICE Mixing Company, Inc.
New York 13, N.Y. • San Francisco 7, Cal. • Toronto 19, Canada



can humane
stunning
be easy?

**the KOCH Captive-Bolt Stunner
is safe and certain.**

The Koch Stunner is a one-man, one-hand, one-second operation. It weighs only 7-lb. The Stunner does not slay. The animals slump into unconsciousness. There is no bullet to strike a human or to miss the target. Animals feel no pain. The Koch Stunner complies with all existing rules for humane slaughter. Price? Only \$100. Immediate shipment of stunners and ammunition.

Write today for KOCH Catalog 90!
2200 Items for the meat and food industries.
In Canada . . . Sales and Service by Simmonds Products of Canada Limited
Hamilton, Ontario



A Division of
KOCH SUPPLIES INC.
2630 Holmes Street, Kansas City 8, Mo.
Phone Vicini 2-3708

ADELMANN
the kind your ham makers prefer

The most complete line available. Over 100 sizes, 10 different shapes. All in Cast Aluminum—some in Stainless Steel. Ask for booklet "The Modern Method", listing all and containing valuable ham boiling hints.

HAM BOILER CORPORATION
OFFICE AND FACTORY, PORT CHESTER, N.Y.

tions: edible tallow, 8c, Chicago basis, and 7½c, f.o.b. River; original fancy tallow, 6½c; bleachable fancy tallow, 6½c; prime tallow, 6½c; special tallow, 5½c; No. 1 tallow, 5½c, and No. 2 tallow, 4½c@5c.

GREASES: Wednesday's quotations: choice white grease, all hog, 6½c; B-white grease, 5½c@5¾c; yellow grease, 5½c@5¾c, and house grease, 5c@5½c. Choice white grease, all hog, was quoted at 7½c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, July 1, 1959

Dried blood was quoted today at \$4.50 per unit of ammonia. Low test wet rendered tankage was listed at \$4.75@5 per unit of ammonia and dry rendered tankage was priced at \$1.40 per protein unit.

CHICAGO HIDE QUOTATIONS

PACKER HIDES

Wednesday, July 1, 1959

Cor. date

1958

| | | | |
|-----------------------|----------|----------|---------|
| Lgt. native steers | 27½n | 15 | 15½n |
| Hvy. nat. steers | 26 | 26½ | 11½@12n |
| Ex. lgt. nat. steers | 29½n | 18 | 18½n |
| Butt-brand. steers | 22½n | | 9½n |
| Colorado steers | 21½n | | 8½n |
| Hvy. Texas steers | 22½n | 9 | 9½n |
| Light Texas steers | 26½n | | 13n |
| Ex. lgt. Texas steers | 28½n | | 16n |
| Heavy native cows | 27½@28n | 12 | 12½ |
| Light nat. cows | 28½@29½n | 13½@16½n | |
| Branded cows | 25½@27n | 10½@12½n | |
| Native bulls | 19 | 19½n | 7½@8n |
| Branded bulls | 18 | 18½n | 6½@7n |

Calfskins:

| | | |
|-----------------------|-----|-----|
| Northerns, 10/15 lbs. | 70n | 50n |
| 10 lbs./down | 80n | 45b |

Kips, Northern native,

| | | |
|------------|-----|-----|
| 15/25 lbs. | 55n | 37n |
|------------|-----|-----|

SMALL PACKER HIDES

| | | |
|------------------|---------|-----|
| STEERS AND COWS: | | |
| 60 lbs. and over | 21 | 27n |
| 50 lbs. | 25½@26n | 12n |

SMALL PACKER SKINS

| | | |
|---------------------|----|----|
| Calfskins, all wts. | 55 | 56 |
| Kipskins, all wts. | 44 | 45 |

SHEEPSKINS

| | | |
|---------------------|-------------|------------|
| Packer Shearlings: | | |
| No. 1 | 1.75@2.25 | .85@2.00 |
| No. 2 | .90@1.15 | .55@.75 |
| Dry Pelts | .20n | .18n |
| Horsehides, untrim. | 12.00@12.50 | 7.75@8.25n |
| Horsehides, trim. | 11.50@12.00 | 7.00@7.50n |

N. Y. HIDE FUTURES

| | | | |
|-----------------------|-------|-------|-------------|
| Friday, June 26, 1959 | | | |
| Open | High | Low | Close |
| July 27.68b | 28.95 | 27.75 | 28.40 |
| Oct. 24.70b | 25.80 | 24.75 | 25.40 |
| Jan. 22.00b | 23.00 | 22.00 | 22.75 |
| Apr. 30.40b | 21.40 | 20.65 | 21.00b-.15a |
| July 19.00b | 19.60 | 19.58 | 19.45b-.55a |

Sales: 220 lots.

| | | | |
|-----------------------|-------|-------|-------------|
| Monday, June 29, 1959 | | | |
| Open | High | Low | Close |
| July 28.68b | 29.55 | 27.75 | 28.40 |
| Oct. 25.55 | 26.30 | 25.55 | 26.20-.25 |
| Jan. 23.35 | 23.00 | 23.35 | 23.80 |
| Apr. 21.60b | 21.85 | 21.60 | 21.85 |
| July 20.00a | 20.25 | 20.00 | 20.30b-.40a |

Sales: 141 lots.

| | | | |
|------------------------|-------|-------|---------------|
| Tuesday, June 30, 1959 | | | |
| Open | High | Low | Close |
| July 29.70 | 30.30 | 29.60 | 29.45 |
| Oct. 26.50 | 27.20 | 26.30 | 27.15-.10 |
| Jan. 23.80b | 24.50 | 23.95 | 24.50b-.70a |
| Apr. 21.65b | 22.60 | 22.10 | 22.50b-.70a |
| July 20.20b | 21.00 | 20.50 | 20.80b-21.20a |

Sales: 182 lots.

| | | | |
|-------------------------|-------|-------|---------------|
| Wednesday, July 1, 1959 | | | |
| Open | High | Low | Close |
| July 30.20 | 30.30 | 29.15 | 29.25b-.35a |
| Oct. 27.05 | 27.05 | 25.90 | 26.20 |
| Jan. 24.60 | 24.60 | 23.70 | 23.65b-.80a |
| Apr. 22.60 | 22.60 | 22.40 | 21.75b-22.15a |
| July 20.50b | 20.50 | 20.50 | 20.50b-.75a |

Sales: 88 lots.

| | | | |
|------------------------|-------|-------|---------------|
| Thursday, July 2, 1959 | | | |
| Open | High | Low | Close |
| July 28.75b | 29.35 | 29.05 | 29.39 |
| Oct. 25.90b | 26.48 | 26.00 | 26.45-.48 |
| Jan. 23.50 | 23.80 | 23.45 | 24.10-.20a |
| Apr. 21.25b | 21.25 | 21.00 | 22.20b-.45a |
| July 20.25b | 20.75 | 20.75 | 20.75b-21.25a |

Sales: 48 lots.

CHICAGO HIDES

Wednesday, July 1, 1959

PACKER HIDES: The hide market closed last Thursday on a firm note, with sales reported on about 10,000 heavy native steers at 24@-24½c, as to points. A couple cars of heavy native cows sold at 27½@28c, and the same number of light native cows sold at 29½c, River points. Friday's market was dormant, with no sales reported, but a firm undertone prevailed. Volume of sales for the week was estimated at about 90,000 hides, the bulk of which changed hands Wednesday.

The opening of the new week found the market inactive, with steady bids indicating buyers' interest, while sellers asked higher prices. On Tuesday, about 3,300 Northern heavy native steers sold at 26@26½c, 2c above Monday's list. Active buyer interest was apparent, but sellers insisted on high prices. Sales Wednesday morning totaled 3,100 Northern heavy native steer at Tuesday's price levels. Interest continued into midweek, with some sellers asking higher prices.

SMALL PACKER AND COUNTRY HIDES: Midwestern small packer hides, 50/52-lb. average, changed some in the past week, with quotations pegged at 26@27c nominal, and 60/62's were listed at 22½@23c nominal, with offerings scarce and buyers and sellers standing by. Locker butcher 50/52's were quoted at 23@24c, but only a few trades were reported. Mixed locker-butcher-renderers, 50/52's, were nominal at 21@21½c. No. 3 hides were quoted at 15@16c. Good Northern trimmed horsehides held firm at 11.50@12.00, and untrimmed 50c higher. Horsehide offerings were few, as production continued to lag.

CALFSKINS AND KIPSKINS: Trading in this category of hides was generally at steady price levels this week. Northern light calf continued to move at 80c, while heavies were listed at 70c. River lightweights moved most generally at 77½c, while the going price on heavies was 70c. Small packer allweight calf was quoted at 55@56c, and allweight kip at 44@45c nominal. Country allweight calf was pegged at 44@46c and allweight kip at 29@30c. Some major packer slunks were reported at 30c.

SHEEPSKINS: With good demand, and offerings light, the shearing market for Northern-River production was quoted at 1.75@2.25, with several cars of No. 1 stock having sold. No. 2 shearlings, with

good buying interest, were pegged at 90@1.15. Interest in No. 3's was good at .50@.75. Very few fall clips were available at 2.75@3.00 for Rivers. Genuine spring lamb pelts were quoted at 2.40@2.50 per cwt. live-weight basis, quality considered. The market on full wool dry pelts was steady at .20 nominal. Some sales of genuine pickled lambskins were noted at 14.00 per dozen.

P.L. 480 Fats, Oils Exports

Running Ahead Of Last Year

Exports of fats and oils under Title I of Public Law 480 in the eight months ended May 31 totaled 439,000,000 lbs., according to the Foreign Agricultural Service. This volume was about 80,000,000 lbs. larger than the 359,000,000 lbs. shipped out in the same period a year earlier.

If Title I exports of edible oils for the current marketing year are to exceed 1,000,000,000 lbs., nearly 600,000,000 lbs. of the year's program of 1,300,000,000 lbs. will have to be shipped by September 30.

Purchase authorizations issued through June 12 to 14 countries, and effective in the current marketing year, were for a record 1,324,000,000 lbs. Of this volume, 1,155,000,000 lbs. have been scheduled since October 1, the beginning of the present marketing year.

Canadian Lard and Tallow

Production Increases 40%

Canadian production of lard during January-March 1959 totaled 38,300,000 lbs., compared to 27,400,000 lbs. in the same period of 1958—an increase of 40 per cent. The 11,000,000-lb. increase in production resulted from a 46 per cent increase in hog slaughter.

In the first three months of 1959 inedible tallow production rose 11 per cent from 30,500,000 lbs. to 34,000,000 lbs. In the period, edible tallow production dropped from 9,700,000 lbs. to 8,800,000 lbs. Although cattle slaughter in Canada dropped 13 per cent in January-March 1959, compared with the same period of 1958, increased production by rendering plants resulted in the 2,500,000-lb. greater output of tallow.

Products May Enter U.S.

An amendment to the Meat Inspection Regulations of the U. S. Department of Agriculture, effective June 25, added Honduras and Yugoslavia to the list of countries from which meat, meat byproducts and meat food products may be imported into the United States. Thirty-six foreign countries now are on the eligible list.

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LY 4, 1959

LIVESTOCK MARKETS...Weekly Review

USDA Studies Terminal Markets

[Continued from page 28]

stock. Sometimes special care and handling are requested, such as sheltered pens. The yard company charges set rates for feed, yardage and handling.

The commission agent often represents the first step in the movement of livestock from the possession of the producer or consignor. The commission agent is licensed to sell and buy livestock at the yards. He is responsible to the shipper for the care of the animals.

A commission agent is generally not permitted to fill purchase orders with stock consigned to him, but his high bid can legally cinch a transaction of livestock consigned to him. Commission firms often buy feeder and other stock from other commission agents for sale to producers.

Dealers occupy a unique position among livestock interests. Such interests handled about 13 per cent of livestock initially sold at terminal markets in 1954. Dealers obtain odd lots of livestock not particularly sought by packers. By regrouping these animals into larger lots of more uniform quality, they are able to resell such stock. By so doing, they provide broader competition and allow the producer to realize better returns for his stock. These enterprisers vary in number from market to market.

Liquidation Of Hogs Likely In Next Year Or Two, Purdue Economists Say

Liquidation of hog numbers appears likely sometime next year, or year after, Purdue University agricultural economists predict. The result will be a sharp break in hog prices, they added.

Hog numbers have been building up since the spring of 1958, when gilts were held back in order to expand breeding herds, the economists explain. This decreased the number of hogs going on the market at that time.

Liquidation sets in when enough hogs are marketed to make prices unfavorable. Besides current production, the numbers built up in previous years come to market.

The Purdue economists say that liquidation may result in \$13 average hog prices in 1960. If this situation occurs in 1960, then hog prices should improve in 1961.

However, as long as corn prices remain at the \$1 level, hog prices may be expected to fluctuate around \$14 for a hog cycle, which may extend four or five years.

FARROWINGS, LITTERS, PIGS, 1945-59

| Year | Sows Farrowing | | Pigs Per Litter | | Pigs Saved | | Year |
|------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|
| | Spring | Fall | Spring | Fall | Spring | Fall | |
| | (Dec. 1- June 1) | (June 1- Dec. 1) | (Dec. 1- June 1) | (June 1- Dec. 1) | (Dec. 1- June 1) | (Dec. 1- June 1) | (Dec. 1- Dec. 1) |
| 1945 | 8,302 | 5,429 | 6.29 | 6.38 | 52,216 | 34,611 | 86,827 |
| 1946 | 8,677 | 4,704 | 5.46 | 6.49 | 52,191 | 30,503 | 82,694 |
| 1947 | 8,548 | 4,866 | 6.11 | 6.39 | 52,199 | 31,090 | 83,288 |
| 1948 | 7,833 | 5,070 | 6.44 | 6.58 | 50,468 | 33,358 | 83,826 |
| 1949 | 8,620 | 5,568 | 6.46 | 6.52 | 56,969 | 36,275 | 93,244 |
| 1950 | 9,179 | 5,927 | 6.31 | 6.65 | 57,958 | 39,423 | 97,381 |
| 1951 | 9,484 | 5,955 | 6.46 | 6.60 | 61,298 | 39,288 | 100,586 |
| 1952 | 8,311 | 5,067 | 6.63 | 6.65 | 55,135 | 33,694 | 88,829 |
| 1953 | 7,045 | 4,479 | 6.80 | 6.69 | 47,940 | 29,974 | 77,914 |
| 1954 | 7,669 | 5,014 | 6.89 | 6.78 | 52,852 | 33,978 | 86,830 |
| 1955 | 8,359 | 5,586 | 6.90 | 6.81 | 57,690 | 38,029 | 95,719 |
| 1956 | 7,665 | 5,194 | 6.94 | 7.00 | 53,186 | 36,386 | 89,572 |
| 1957 | 7,277 | 5,124 | 7.12 | 7.06 | 51,812 | 36,148 | 87,960 |
| 1958 | 7,428 | 5,912 | 7.05 | 7.17 | 52,336 | 42,370 | 94,706 |
| 1959 | 8,266 | 6,394 ¹ | 7.08 | 7.20 | 58,494 | 46,000 ² | 104,494 ³ |

¹Fall farrowings indicated from breeding intentions reports.

²Average number of pigs saved per litter adjusted for trend, used to compute number of pigs saved.

³Spring pig crop plus preliminary indications of fall crop.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, June 30, as reported by Agricultural Marketing Service:

N. S. Yds. Chicago Kansas City Omaha St. Paul

HOGS:

BARROWS & GILTS:

U.S. No. 1:

| | | | | | |
|---------|-----------|---------------|-----------|---------------|---------------|
| 180-200 | None qtd. | \$15.25-16.25 | None qtd. | \$16.00-16.25 | None qtd. |
| 200-220 | None qtd. | 16.00-16.25 | None qtd. | None qtd. | \$15.00-15.75 |
| 220-240 | None qtd. | 15.50-16.25 | None qtd. | None qtd. | 15.00-15.75 |

U.S. No. 2:

| | | | | | |
|---------|-----------|-------------|-----------|-----------|-------------|
| 180-200 | None qtd. | 15.25-16.25 | None qtd. | None qtd. | 15.00-15.75 |
| 200-220 | None qtd. | 15.75-16.25 | None qtd. | None qtd. | 15.00-15.75 |
| 220-240 | None qtd. | 15.35-16.00 | None qtd. | None qtd. | 15.00-15.75 |
| 240-270 | None qtd. | 15.00-15.50 | None qtd. | None qtd. | 14.50-15.75 |

U.S. No. 3:

| | | | | | |
|---------|-------------|-------------|---------------|-----------|-----------|
| 200-220 | 15.50-15.75 | None qtd. | None qtd. | None qtd. | None qtd. |
| 220-240 | 15.00-15.75 | None qtd. | None qtd. | None qtd. | None qtd. |
| 240-270 | 14.50-15.25 | 14.50-16.25 | None qtd. | None qtd. | None qtd. |
| 270-300 | 13.75-14.75 | 15.40-16.15 | \$13.50-14.25 | None qtd. | None qtd. |

U.S. No. 1-2:

| | | | | | |
|---------|-------------|-------------|-------------|-------------|-------------|
| 180-200 | 16.00-16.50 | 15.25-16.25 | 15.25-15.50 | 15.25-16.00 | 14.50-15.75 |
| 200-220 | 16.00-16.50 | 15.75-16.25 | 15.50-15.75 | 15.50-16.25 | 15.00-15.75 |
| 220-240 | 15.50-16.50 | 15.40-16.15 | 15.50-15.75 | 15.50-16.25 | 15.00-15.75 |

U.S. No. 2-3:

| | | | | | |
|---------|-------------|-------------|-------------|-------------|-------------|
| 200-220 | 15.50-16.00 | 15.25-15.75 | 14.75-15.00 | 15.00-15.50 | 14.50-15.00 |
| 220-240 | 15.25-16.00 | 15.00-15.75 | 14.75-15.00 | 15.00-15.50 | 14.25-15.00 |
| 240-270 | 14.50-15.50 | 14.50-15.75 | 14.25-14.85 | 14.00-15.25 | 13.00-14.50 |
| 270-300 | 13.75-14.75 | 14.00-14.75 | None qtd. | 12.75-14.50 | 12.25-13.25 |

U.S. No. 1-2-3:

| | | | | | |
|---------|-------------|-------------|-------------|-------------|-------------|
| 180-270 | 13.00-13.25 | None qtd. | None qtd. | None qtd. | None qtd. |
| 270-330 | 12.50-13.25 | 11.75-13.00 | 12.00-12.50 | 11.25-13.00 | 11.50-13.00 |
| 330-400 | 11.50-13.25 | 10.25-12.00 | 10.50-12.25 | 10.00-12.00 | 9.50-12.00 |
| 400-550 | 9.75-11.75 | 9.25-10.50 | 9.50-10.50 | 9.00-10.50 | 8.00-10.00 |

SLAUGHTER CATTLE & CALVES:

STEERS:

| | | | | | | |
|----------------|---------------|-------------|-------------|-------------|-------------|-----------|
| Prime: | 900-1100 lbs. | None qtd. | 30.25-31.25 | None qtd. | 29.25-30.50 | None qtd. |
| 1100-1300 lbs. | None qtd. | 30.00-31.75 | None qtd. | 29.25-30.50 | None qtd. | None qtd. |
| 1300-1500 lbs. | None qtd. | 29.50-31.50 | None qtd. | 28.50-30.50 | None qtd. | None qtd. |

Choice:

| | | | | | |
|----------------|-------------|-------------|-------------|-------------|-------------|
| 700-900 lbs. | 27.50-29.50 | 27.75-30.25 | 27.00-29.00 | 27.00-29.25 | 27.00-28.50 |
| 900-1100 lbs. | 27.50-29.50 | 27.75-30.25 | 27.00-29.00 | 27.00-29.25 | 26.50-28.50 |
| 1100-1300 lbs. | 27.25-29.50 | 27.50-30.50 | 26.75-29.00 | 26.75-29.25 | 26.00-28.00 |
| 1300-1500 lbs. | 27.25-29.50 | 27.25-29.75 | 26.50-28.75 | 26.50-29.25 | 26.00-28.00 |

Good:

| | | | | | |
|----------------|-------------|-------------|-------------|-------------|-------------|
| 700-900 lbs. | 26.25-27.50 | 26.00-27.75 | 25.00-27.25 | 25.00-27.00 | 25.00-27.00 |
| 900-1100 lbs. | 26.25-27.50 | 25.75-27.75 | 25.00-27.25 | 25.00-27.00 | 25.00-27.00 |
| 1100-1300 lbs. | 26.00-27.25 | 25.50-27.50 | 24.75-27.00 | 24.75-27.00 | 24.50-26.50 |

Standard:

| | | | | | |
|----------|-------------|-------------|-------------|-------------|-------------|
| all wts. | 24.50-26.25 | 24.00-26.00 | 23.00-25.00 | 23.00-25.00 | 23.00-25.00 |
|----------|-------------|-------------|-------------|-------------|-------------|

Utility:

| | | | | | |
|----------|-------------|-------------|-------------|-------------|-------------|
| all wts. | 20.00-24.50 | 22.00-24.00 | 21.00-23.00 | 21.75-23.00 | 21.00-23.00 |
|----------|-------------|-------------|-------------|-------------|-------------|

HEIFERS:

| | | | | | | |
|---------|---------------|-------------|-------------|-------------|-------------|-------------|
| Choice: | 600-800 lbs. | 27.25-28.50 | 26.75-28.50 | 27.00-28.75 | 26.75-28.50 | 26.00-28.00 |
| | 800-1000 lbs. | 27.00-28.50 | 26.75-28.50 | 27.00-28.75 | 26.50-28.50 | 26.00-28.00 |

Good:

| | | | | | |
|--------------|-------------|-------------|-------------|-------------|-------------|
| 500-700 lbs. | 26.00-27.25 | 25.25-27.00 | 25.00-27.00 | 23.75-26.75 | 24.50-26.00 |
| 700-900 lbs. | 26.00-27.25 | 25.25-27.00 | 25.00-27.00 | 23.75-26.75 | 24.50-26.00 |

Standard:

| | | | | | |
|----------|-------------|-------------|-------------|-------------|-------------|
| all wts. | 22.50-26.00 | 22.50-25.25 | 23.00-25.00 | 22.50-23.75 | 22.00-24.50 |
|----------|-------------|-------------|-------------|-------------|-------------|

Utility:

| | | | | | |
|----------|-------------|-------------|-------------|-------------|-------------|
| all wts. | 19.00-22.50 | 20.50-22.50 | 21.00-23.00 | 20.00-22.50 | 20.00-22.00 |
|----------|-------------|-------------|-------------|-------------|-------------|

COWS:

| | | | | | | |
|--------------|--|-------------|-------------|-------------|-------------|-------------|
| Commercial: | | 19.00-21.00 | 20.50-22.00 | 19.25-20.50 | 19.00-20.00 | 19.00-20.00 |
| Utility: | | 17.50-19.00 | 19.00-20.50 | 17.50-19.25 | 17.50-19.00 | 17.50-19.00 |
| Can. & cut.: | | 14.00-17.50 | 15.00-18.50 | 15.00-17.75 | 15.50-17.50 | 15.00-17.50 |

BULLS (Yrs. Excl.)

| | | | | | | |
|--------------|--|-------------|-------------|-------------|-------------|-------------|
| All Weights: | | 22.00-24.00 | 24.75-25.50 | 21.50-22.50 | 22.50-23.75 | 22.00-23.50 |
|--------------|--|-------------|-------------|-------------|-------------|-------------|

Utility:

| | | | | | | |
|--|--|-------------|-------------|-------------|-------------|-------------|
| | | 20.50-22.00 | 22.50-24.50 | 21.50-23.50 | 22.50-24.50 | 22.50-24.50 |
|--|--|-------------|-------------|-------------|-------------|-------------|

Cutter:

| | | | | | | |
|--|--|-------------|-------------|-------------|-------------|-------------|
| | | 17.00-21.00 | 20.00-22.25 | 19.00-21.00 | 20.00-22.00 | 21.50-24.00 |
|--|--|-------------|-------------|-------------|-------------|-------------|

VEALERS, All Weights:

| | | | | | | |
|------------|--|-------------|-----------|------------|------------|-------------|
| Ch. & pr.: | | 30.00-35.00 | None qtd. | 31.00 only | 33.00 only | 33.00-34.00 |
|------------|--|-------------|-----------|------------|------------|-------------|

Stand. & gd.

| | | | | | | |
|--|--|-------------|-------------|-------------|-------------|-------------|
| | | 22.00-30.00 | 25.00-33.00 | 25.00-31.00 | 25.00-32.00 | 27.00-33.00 |
|--|--|-------------|-------------|-------------|-------------|-------------|

CALVES (500 Lbs. Down):

| | | | | | | |
|---------|--|-------------|-----------|------------|-----------|-------------|
| Choice: | | 27.00-33.00 | None qtd. | 28.00 only | None qtd. | 28.00-30.00 |
|---------|--|-------------|-----------|------------|-----------|-------------|

Stand. & gd.

| | | | | | | |
|--|--|-------------|-----------|-------------|-----------|-------------|
| | | 20.00-27.50 | None qtd. | 20.00-28.00 | None qtd. | 24.00-28.00 |
|--|--|-------------|-----------|-------------|-----------|-------------|

SHEEP & LAMBS:

| | | | | | | |
|------------------------|--|--|--|--|--|--|
| Lambs (110 lbs. Down): | | | | | | |
|------------------------|--|--|--|--|--|--|

| | | | | | | |
|---------|--|-------------|-------------|-------------|-------------|-------------|
| Choice: | | 22.50-24.00 | 24.00-25.50 | 23.00-23.50 | 24.00-25.00 | 23.50-24.50 |
|---------|--|-------------|-------------|-------------|-------------|-------------|

| | | | | | | |
|-------|--|-------------|-------------|-------------|-------------|-------------|
| Good: | | 19.00-22.50 | 23.00-24.50 | 21.50-23.00 | 23.00-24.00 | 22.50-23.50 |
|-------|--|-------------|-------------|-------------|-------------|-------------|

| | | | | | | |
|--------------------|--|--|--|--|--|--|
| YEARLINGS (Shorn): | | | | | | |
|--------------------|--|--|--|--|--|--|

| | | | | | | |
|---------|--|-------------|-----------|-----------|------------|-------------|
| Choice: | | 19.00-22.50 | None qtd. | None qtd. | 19.00 only | 17.50-18.00 |
|---------|--|-------------|-----------|-----------|------------|-------------|

| | | | | | | |
|-------|--|-------------|-----------|-----------|-----------|-------------|
| Good: | | 18.00-19.00 | None qtd. | None qtd. | None qtd. | 15.50-17.50 |
|-------|--|-------------|-----------|-----------|-----------|-------------|

| | | | | | | |
|---------------|--|--|--|--|--|--|
| EWES (Shorn): | | | | | | |
|---------------|--|--|--|--|--|--|

| | | | | | | |
|------------|-----------|-----------|-----------|-----------|-----------|--|
| Gd. & ch.: | 4.00-5.50 | 5.00-6.00 | 4.00-5.50 | 5.00-6.25 | 4.50-6.00 | |
|------------|-----------|-----------|-----------|-----------|-----------|--|

| | | | | | | |
|---------------|-----------|-----------|-----------|-----------|-----------|--|
| Cull & util.: | 2.00-4.50 | 4.00-5.00 | 3.00-4.00 | 4.00-5.00 | 3.00-4.50 | |
|---------------|-----------|-----------|-----------|-----------|-----------|--|

CORN BELT DIRECT TRADING

Des Moines, July 1—Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

BARROWS & GILTS:

| | |
|-----------------------|-------------|
| U.S. No. 1, 200-220 | 14.25@15.50 |
| U.S. No. 1, 220-240 | 13.75@15.25 |
| U.S. No. 2, 220-230 | 14.25@15.10 |
| U.S. No. 2, 220-240 | 13.75@14.85 |
| U.S. No. 2, 240-270 | 13.00@14.35 |
| U.S. No. 3, 200-220 | 13.85@14.75 |
| U.S. No. 3, 220-240 | 13.35@14.50 |
| U.S. No. 3, 240-270 | 12.60@14.00 |
| U.S. No. 3, 270-300 | 11.85@13.25 |
| U.S. No. 2-3, 270-300 | 12.25@13.40 |
| U.S. No. 1-3, 180-200 | 13.25@15.00 |
| U.S. No. 1-3, 200-220 | 14.00@15.00 |
| U.S. No. 1-3, 220-240 | 13.75@14.80 |
| U.S. No. 1-3, 240-270 | 13.00@14.25 |

SOWS:

| | |
|-----------------------|-------------|
| U.S. No. 1-3, 270-330 | 11.00@12.50 |
| U.S. No. 1-3, 330-400 | 9.85@11.50 |
| U.S. No. 1-3, 400-500 | 7.75@10.50 |

Corn Belt hog receipts, as reported by the USDA:

| | | | |
|---------|--------|--------|--------|
| June 25 | 63,000 | 66,000 | 23,000 |
| June 26 | 44,000 | 36,000 | 29,000 |
| June 27 | 29,000 | 26,000 | 25,000 |
| June 29 | 71,000 | 72,500 | 32,500 |
| June 30 | 41,000 | 50,500 | 67,000 |
| July 1 | 45,000 | 53,000 | 53,000 |

LIVESTOCK PRICES AT DENVER

Livestock prices at Denver on Tuesday, June 30 were as follows:

CATTLE:

| | |
|----------------------|---------------|
| Steer, choice | \$27.00@28.15 |
| Steers, good | 25.00@27.00 |
| Heifers, gd. & ch. | 26.50@28.50 |
| Cows, util. & com'l. | 18.00@19.50 |
| Cows, can. & cut. | 15.00@18.25 |
| Bulls, utility | 22.00@24.25 |

VEALERS:

| | |
|-------------------|-----------|
| Good & choice | None qtd. |
| Calves, gd. & ch. | None qtd. |

BARROWS & GILTS:

| | |
|-----------------------|-------------|
| U.S. No. 1-2, 200-220 | 16.00@16.30 |
| U.S. No. 1-2, 220-240 | 16.00@16.30 |
| U.S. No. 1-2, 180-200 | 16.00@16.30 |
| U.S. No. 1-2, 220-240 | 16.00@16.25 |
| U.S. No. 2-3, 200-240 | 15.25@15.75 |
| U.S. No. 2-3, 240-270 | 15.00@15.50 |
| U.S. No. 1-3, 180-240 | 15.50@16.15 |
| U.S. No. 1-3, 240-270 | 15.00@15.85 |
| U.S. No. 1-3, 270/300 | 14.50@15.25 |

SOWS, U.S. No. 1-3:

| | |
|--------------|------------|
| 330/400 lbs. | 13.00 |
| 380/500 lbs. | 8.00@11.00 |

LAMBS:

| | |
|----------------|-------------|
| Choice & prime | 24.50@25.25 |
| Good & choice | 22.50@24.50 |

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Tuesday, June 30 were as follows:

CATTLE:

| | |
|-----------------------|-------------|
| Steers, choice | \$28.00 |
| Steers, good | None qtd. |
| Heifers, gd. & ch. | None qtd. |
| Heifers, stand. | 23.00@24.50 |
| Cows, util. & com'l. | 17.00@19.50 |
| Cows, can. & cut. | 15.00@18.00 |
| Bulls, util. & com'l. | 23.00@24.00 |

VEALERS:

| | |
|-------------------|-------------|
| Choice & prime | 32.00@33.00 |
| Good & choice | 28.00@31.00 |
| Calves, gd. & ch. | 25.00@28.00 |

BARROWS & GILTS:

| | |
|-----------------------|-------------|
| U.S. No. 1-3, 190-230 | 16.00@16.50 |
| U.S. No. 2-3, 240-280 | 15.00@15.50 |
| U.S. No. 2-3, 270/300 | None qtd. |

SOWS, U.S. No. 1-3:

| | |
|--------------|-------------|
| 300/400 lbs. | 11.00@12.00 |
| 400/600 lbs. | 10.00@11.00 |

LAMBS:

| | |
|---------------|-------------|
| Choice | 23.00@23.50 |
| Good & choice | 21.00@23.00 |

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Tuesday, June 30 were as follows:

CATTLE:

| | |
|-----------------------|---------------|
| Steers, choice | \$27.00@28.50 |
| Steers, good | 25.00@27.00 |
| Heifers, gd. & ch. | 25.00@27.00 |
| Cows, util. & com'l. | 17.00@19.00 |
| Cows, can. & cut. | 15.50@17.50 |
| Bulls, util. & com'l. | 22.00@25.00 |
| Bulls, cutter | 20.00@22.50 |

VEALERS:

| | |
|----------------|-------------|
| Good & prime | 29.50@33.50 |
| Util. & stand. | 26.00@29.50 |

BARROWS & GILTS:

| | |
|---------------------|-------------|
| U.S. No. 1, 200/220 | 16.50@16.75 |
| U.S. No. 3, 200/220 | 15.25@15.50 |
| U.S. No. 3, 220/240 | 15.25@15.50 |
| U.S. No. 3, 240/270 | 14.50@15.00 |
| U.S. No. 3, 270/300 | 13.50@14.00 |

SOWS, U.S. No. 1-3:

| | |
|--------------|-------------|
| 180/200 lbs. | 13.25@13.75 |
| 270/330 lbs. | 11.75@13.50 |
| 330/400 lbs. | 11.00@12.50 |
| 400/500 lbs. | 10.00@12.25 |

LAMBS:

| | |
|---------------|-------------|
| Choice | 23.00@23.50 |
| Good & choice | 20.00@23.00 |

CANADIAN KILL

Inspected slaughter of livestock in Canada for the week ended June 20:

CATTLE:

| | |
|---------|------|
| Week | Same |
| June 20 | 1958 |

| | |
|----------------|--------|
| Western Canada | 16,572 |
| Eastern Canada | 14,899 |

| | |
|--------|--------|
| Totals | 31,431 |
| HOGS | 34,747 |

| | |
|----------------|--------|
| Western Canada | 76,509 |
| Eastern Canada | 62,668 |

| | |
|-------------------|---------|
| Totals | 139,177 |
| All hog carcasses | 94,960 |

| | |
|--------|---------|
| graded | 149,602 |
| SHEEP | 103,771 |

| | |
|----------------|-------|
| Western Canada | 1,783 |
| Eastern Canada | 2,297 |

| | |
|--------|-------|
| Totals | 4,080 |
| HOGS | 6,206 |

LIVESTOCK RECEIPTS

Receipts at 12 markets for the week ended Friday, June 26, with comparisons:

Cattle

Hogs Sheep

Week to date 218,300 322,700 81,000

Previous week 205,300 324,700 75,100

Same wk. 1958 .203,600 280,800 69,600

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended June 26:

Cattle Calves Hogs Sheep

Los Ang. 3,880 728 6,068 410

N. Portland 2,250 320 2,500 4,000

Stockton 2,600 300 1,300 1,200

WEEKLY LIVESTOCK SLAUGHTER

Slaughter of livestock at major centers during the week ended June 27, 1959 (totals compared), as reported by the U. S. Department of Agriculture:

Boston, New York City Area¹ .13,014 11,945 51,142 44,313

Baltimore, Philadelphia .8,708 857 26,786 2,734

Cincy., Cleveland, Indpls. 18,784 6,240 107,025 16,899

Chicago Area .20,582 5,672 42,659 4,576

St. Paul-Wis. Areas² .26,530 11,908 91,035 9,316

St. Louis Area³ .10,855 2,512 71,864 4,937

Sioux City-So. Dakota⁴ .22,298 1,788 82,485 12,944

Omaha Area⁵ .37,040 190 74,582 13,287

Kansas City .10,217 1,211 31,111 3,000

Iowa-So. Minnesota⁶ .33,708 5,937 248,605 23,016

Louisville, Evansville, Nashville, Memphis .6,804 5,002 52,639 ...

Georgia-Florida-Alabama Area⁷ .5,680 2,813 19,864 ...

St. Joseph, Wichita, Okla. City .17,662 1,117 36,862 9,166

Ft. Worth, Dallas, San Antonio .10,306 4,860 16,427 21,136

Denver, Ogden, Salt Lake City .18,621 277 13,233 22,967

Los Angeles, San Fran. Areas⁸ .20,978 1,788 25,726 22,621

Portland, Seattle, Spokane .6,435 271 14,353 9,028

Grand Totals .290,722 61,279 1,006,407 217,671

Totals same week 1958 .282,209 69,440 81,123 200,387

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, St. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards. E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Neb., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Estherville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville, and Tifton, Ga., Barstow, Haleah, Jacksonville, Ocala and Quincy, Fla. ⁸Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT INDIANAPOLIS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 10 leading markets in Canada during the week ended June 20 compared with same week in 1958, as reported to the Provisioner by the Canadian Department of Agriculture:

GOOD STEERS CALVES G. & C. HOGS* LAMBS

All wts. Gd. & Ch. Grade B¹ Good Handweights

1959 1958 1959 1958 1959 1958

Toronto .224.50 .223.12 \$30.00 \$29.48 \$24.25 \$31.00 \$29.00 \$26.00

ng the
ported

44,313
2,734
16,859
4,576
9,316
4,837
12,944
13,237
23,816

9,188
21,136
22,967
22,631
9,828
217,671
200,357

Paul, So.
Includes
Mo. In-
S. Dak.
Includes
port, Des-
on City,
Birming-
Thomas-
Quincy,
San Jose

KETS
ades of
kets in
ed with
by the

AMBS
Food
lyweights
59 1958
00 \$26.00
55 27.20
00 25.50
70 20.35
50 20.25
00 —
50 —
50 —
00 21.40
—
ng lambs

ckyards
n, Ga.;
d 6-27:
Sheep
14,000
14,805
11,737

ICES
TY
at Sioux
June 30

Cwt.
None qtd.
7.00 @ 29.00
5.50 @ 27.00
5.50 @ 27.50
1.50 @ 26.50
7.50 @ 19.50
1.50 @ 17.50
2.50 @ 24.00
1.00 @ 23.00

4.75 @ 15.50
4.75 @ 15.50
4.25 @ 15.00
4.75 @ 15.00
3.75 @ 14.75
3.00 @ 13.50
4.75 @ 15.50
4.75 @ 15.25
4.00 @ 14.75
3.00 @ 13.75

1.00 @ 12.75
0.25 @ 11.25
9.00 @ 10.25

None qtd.
None qtd.

PROVISIONER "APPROVED" BOOKS

The books listed below are selected from a number of sources. In the opinion of the editors of The National Provisioner they are factual, practical and worthwhile—and are approved and recommended accordingly.

MEAT SLAUGHTERING AND PROCESSING

Contains information helpful to small slaughterer or locker plant operator interested in killing and meat processing. Discusses: fundamentals; plant location and construction; beef slaughter and by-products; hog slaughter; inedible rendering; casing processing; lard rendering; track installations; curing; smoking and sausage manufacture.

Price \$5.

FREEZING OF PRECOOKED AND PREPARED FOODS

This 560-page volume has 24 chapters and 124 illustrations. Included are processing instructions for food technologists, quality control people, packers, home economists and restaurateurs. Book is devoted exclusively to the production, freezing, packaging and marketing of baked goods, precooked and prepared foods.

Price \$10.00

FREEZING PRESERVATION OF FOODS

Covers all frozen foods comprehensively. Includes principles of refrigeration, storage, quick freezing, packaging materials and problems; specific comment on preparation and freezing of meats, poultry, fish, other items. Complete discussion through marketing, cooking, serving, transportation. 31 chapters, 282 pictures, 1214 pages.

Price \$18.00

HIDES & SKINS

A comprehensive work on rawstock for leather, covering takeoff, curing, shipping and handling of hides and skins; these subjects are discussed by experts in packinghouse hide operations, chemists, tanners, brokers and others based on lectures sponsored by National Hide Association. Jacobsen Publishing Co.

Price \$8.75

MEAT PACKING PLANT SUPERINTENDENCY

General summary of plant operations not covered in Institute books on specific subjects. Discusses plant locations, construction, maintenance, power plant, refrigeration, insurance, operation controls, personnel controls, incentive plans, time keeping, safety.

Price \$4.50

ACCOUNTING FOR A MEAT PACKING BUSINESS

Designed primarily for smaller firms which have not developed multiple departmental divisions. Discusses uses of accounting in management, cost figuring, accounting for sales.

Price \$4.50

PORK OPERATIONS

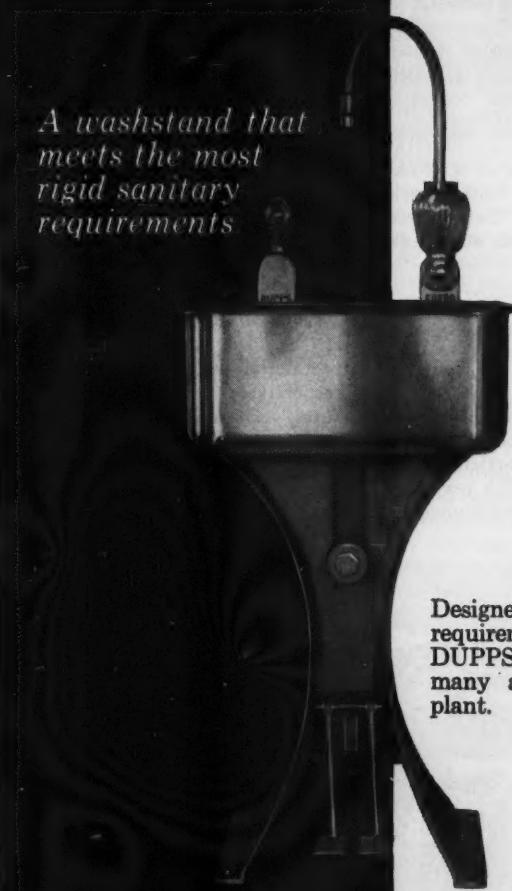
A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and by-products. Institute of Meat Packing.

Price \$4.50

DUPPS No. 61SS

STERILIZING LAVATORY

*A washstand that
meets the most
rigid sanitary
requirements*



Designed with your sanitary requirements in mind, the DUPPS Lavatory offers you many advantages in your plant.

THE DUPPS CO.
Germantown, Ohio

DUPPS

Meat Packing,
Rendering,
Extraction Equipment

The DUPPS Lavatory is entirely self-contained, requires no expensive connections. There is nothing to chip or crack. The aluminum pedestal is corrosion-resistant, and stainless-steel bowl will last a lifetime. Foot controlled valves give complete sanitation and convenience of operation. Hot and cold water can be controlled separately or mixed. Pedals tip up for easy cleaning under pedestal. Extremely sturdy, yet light in weight, the DUPPS Lavatory is easy to install, takes up a minimum of floor space.

The Meat Trail...

Walter Webb Elected Head Of Arkansas Packer Group

WALTER E. WEBB, president of Webb & Co., Inc., Helena, Ark., has been elected president of the Arkansas Independent Meat Packers Association, succeeding HENRY BROWN of Western Meat Packers, Inc., Little Rock. Webb formerly was vice president of the association.

New vice president is CHRISTIAN O. (BUDDY) FINKBEINER of C. Finkbeiner Packers, Inc., Little Rock. WILLIAM L. HEIM of Heim Bros. Packing Co., Little Rock, was elected secretary-treasurer.

WSMPA Board Meeting Set

The next meeting of the board of directors of the Western States Meat Packers Association has been set for Friday, September 11, at the Multnomah Hotel in Portland, Ore. E. FLOYD FORBES, WSMPA president and general manager, announced.

JOBS

H. L. HAISMAN of Toronto has been named manager of the Swift-Canadian Co., Ltd., plant at Moncton, N. B., succeeding J. E. (ERNIE) HOOVER, who retired recently after 40 years with the company. Hoover had served as manager at Moncton since 1947. Haisman previously had managed company plants in central and western Canada. A. E. MILLARD, Swift-Canadian president, and R. D. GILBERT, deputy minister of agriculture for New Brunswick, were among officials who paid tribute to Hoover at a retirement banquet in Moncton recently.

LEONARD R. RADDATZ and JOSEPH H. SENGER have been appointed product manager and sales manager, respectively, of the newly-formed hotel, restaurant and institution department of Patrick Cudahy, Inc., Cudahy, Wis. Raddatz previously was manager of the company's beef department. Senger served with The

Cudahy Packing Co., Omaha, and with a sales organization before joining Patrick Cudahy.

Election of two new vice presidents has been announced by Berth. Levi & Co., Inc., Chicago. They are LEONARD SHAPIN, company sales manager, and MICHAEL H. BAKER, traveling sales representative in the area west of the Mississippi River. Both new vice presidents have served with the natural casings firm for more than 25 years.

PLANTS

New York charters of incorporation have been granted to Bushwick Packing Corp., New York City, and Martin Sann, Inc., meat products firm of 99 N. 6th st., Brooklyn. MICHAEL M. HELFGOTT of 521 Fifth ave., New York City, filed the papers for Bushwick Packing. Capital stock of \$250,000 is authorized. Directors are JACOB SCHECHNER, SU-SAN BIRNBAUM and HELFGOTT. The



GREETINGS TO entire industry have been received by NP from above participants in U. S. meat packers' third study tour to Europe and this week's Butchers' Trade Exhibition at Frankfurt, Germany, planned and arranged by Curt E. Dippel, president of C. E. Dippel & Co., Inc., New York City. Group is shown before departure from New York's Idlewild airport on Lufthansa senator flight to Manchester, England. Itinerary included largest Italian salami manufacturing concern and largest "schweisfurth" in Germany as well as other industry plants in those two countries, Austria, England and Spain. Group (all not shown) includes: Alphonse Albert, executive vice president of Albert Packing Co., Washington, Pa., and Mrs. Albert; Dominick Bernadine, secretary of Albert Packing, and Mrs. Bernadine; T. H. Broecker, board chairman, The Klarer Co., Louisville, Mrs. Broecker and their daughter; Curt E. Dippel; Earl T. Jones, president of Jesse Jones

Sausage Co., Raleigh, N. C., and Mrs. Jones; Daniel C. Koss, president of Standard Casing Co., Inc., New York City; John Krauss, president of John Krauss, Inc., Jamaica, N. Y., Mrs. Krauss and Miss Elizabeth Krauss; Kurt Koch, president of Koch Overseas Co., Inc., New York, tour director, and Mrs. Koch; Harmon Miller, president of Miller & Miller, Inc., Atlanta, Ga., and Mrs. Miller; L. R. Prey, general manager of beef division, Dubuque Packing Co., Dubuque, Ia., and Mrs. Prey; Otto Prugel, production manager of Karl Ehmer, Inc., New York City, and Mrs. Prugel; Robert Redfearn, president of Redfern Sausage Co., Atlanta, Ga., and Mrs. Redfearn; Paul Tarnow, president of Tarnow Food Delicacies Inc., Tampa, Fla., and Mrs. Tarnow; Ferdinand Schaller, president of Schaller Manufacturing Corp., Astoria, N. Y., and Mrs. Schaller. Group of packer executives and wives was slated to return to the United States on July 5.

Martin Sann charter lists capital stock of 200 no par shares. EDWARD T. LONGO, 373 Arlington ave., Brooklyn, filed the papers. Directors are ELVY PETTIT, MARTIN SANN and MALCOM PETTIT, all of Brooklyn.

Lay Packing Co., Knoxville, Tenn., has obtained a city building permit to construct a two-story slaughtering and rendering building. The cost was estimated at \$100,000. A bridge across Campbell ave. will connect the new building with the company's present livestock yards.

Johnsville Packing Co. opened a new plant north of Anoka, Minn.

TRAILMARKS

CHRIS E. FINKBEINER, president of Little Rock Packing Co., Little Rock, Ark., has been appointed chairman of the publicity committee of the Arkansas Beef Cattlemen's Association, which was formed several weeks ago to promote the beef cattle business in that state. ARCH SMITH of Texarkana is president of the organization, and DENNIS JARRATT of Forrest City has been retained as executive secretary-treasurer.

A "range war" between Pepper Packing Co., Denver, and its adjoining business neighbor, Denver Union Stockyards Co., was described recently by the *Denver Post*. Pepper, it seems, obtained all its cattle through the stockyards for many years but recently made arrangements to purchase needed livestock from other sources and had the cattle trucked to its plant. The roadway long used by Pepper employees and customers to reach the company's cattle chute and parking

area crosses stockyards property. On June 12 a fence sprouted on the roadway. Instead of reaching for shooting irons, Pepper's "legal cowboys" went to court with an action for \$50,000 in damages and an injunction to force the stockyards to remove the fence. Pepper has used the roadway for more than 18 years and, thus, has a prescriptive easement, the attorneys said. The judge granted a temporary restraining order directing the stockyards to remove part of the fence.

Belaskas and Eugenides, architects and engineers of East Chicago, Ind., is the outgrowth of the former firm of A. J. Belaskas and Associates, according to a recent announcement by A. J. BELASKAS. New partner J. JAMES EUGENIDES was in private architectural practice at Chicago from 1955 to April, 1959, and prior to that time was in charge of development of design criteria for special technical facilities in connection with the U. S. Army's rocket and guided missile program, Huntsville, Ala. He is a graduate of the University of Michigan and obtained his Master of Architecture degree at Massachusetts Institute of Technology.

The plant of Caddo Packing Co., Marshall, Tex., was toured recently by the local industrial committee of the Marshall Chamber of Commerce. The company, operated by PAT and DAN PARRISH, slaughters cattle and hogs and manufactures wieners and other meat products for distribution in East Texas.

A petition to have Hammond, Standish & Co., Detroit, declared bankrupt has been filed in U. S.



GOVERNOR OF HAWAII was to receive this gift box of Hoosier corn-fed meat, plus personal letter from Indiana Governor Harold W. Handley (left), in presentation by Everett Beagle (right), salesman for Stark, Wetzel & Co., Inc., Indianapolis. Beagle and his wife, Pat, flew to Hawaii June 28 to begin two-week, expense-paid vacation. Beagle earned trip by winning recent three-week sausage contest conducted by firm. He sold more than 108,000 lbs. Gene Turner, executive vice president of Stark, Wetzel, is shown at center in photo. During Beagle's absence, George W. Stark, company president, has "hit the road" for first time since 1941. He will cover Beagle's route through July 11.

District Court in Detroit by Dundee Livestock Co., which claimed it is owed \$9,827 and asserted that the company's appointment of a trustee March 2 was designed to "hinder, delay and defraud its creditors." The petition was the latest in a long line of financial difficulties experienced by the Detroit packing company. Employees gave up three



NATURAL CASING INSTITUTE members and wives are shown above at cocktail party preceding annual dinner at the Shelburne, Atlantic City, N. J. Approximately 60 per-

sons attended. Annual meeting was held June 19-21. Paul Rosenfeld, president of Sayer & Co., Inc., Newark, was re-elected president of Natural Casing Institute.

DO VICE-PRESIDENTS GROW?

When Vice-Presidents grow, the Company is successful and there is room for other men to make good progress. This is the favorable situation in a well-established, progressive, independent meat processor, packer and canner, with national sales distribution.

For a man in the age range of 35 to 45, college graduate, with *national sales executive experience* in processed meat, food, or grocery products . . . a challenging career opportunity is available.

SALES Executive Position

Top level responsibility in all phases of sales management; work directly as associate with the Vice President of Sales.

Among the principal functions which a qualified man will be expected to perform or direct are: field sales management, merchandising, sales promotion, advertising, sales research and planning, product development, budgets, forecasts, policy formulation and general administration.

Activities involve nation-wide wholesale and retail sales and distribution (with diversified sales personnel) through retail stores, chain stores, supermarkets, hotels, institutions, jobbers, and brokers, etc.

In considering this possibility for yourself, you should try to answer such questions as the following:

- Am I satisfied with personal progress in my present work?
- Do I have the qualifications for this high-level position?
- Do I have the drive and ambition for success in a substantial long-term career with a growing, successful company?

As consultants to this company, we shall be glad to receive your resumé outlining your background, experience, and salary level. Obviously, in our professional practice, such information is regarded strictly confidential.

You can be sure we shall acknowledge receipt of your resumé. If you qualify, arrangements will be made promptly for a personal interview. (Employees in the Company know about this position.)

Address all correspondence to: R. S. Schultz, President; Industrial Relations Methods, Inc.; 405 Lexington Avenue; New York 17, N. Y.

weeks' pay in 1951 to keep the firm from going out of business and agreed in 1957 to lend the company 10 per cent of their wages for working capital.

WILLIAM J. ELBERT, controller of Stahl-Meyer, Inc., New York City, has been appointed a member of the accounting committee of the American Meat Institute, HOMER R. DAVISON, president, announced.

DEATHS

ALBERT C. DURR, 67, son of CHRISTIAN A. DURR, founder of C. A. Durr Packing Co., Inc., Utica, N. Y., died recently after a long illness. He is survived by two sisters, Mrs. CLARA DURR HARRISON, chairman of the company's board of directors, and Miss MARGARET P. DURR, vice president of the firm.

JAMES HAROLD CAMP, 21, an employee of Heim Bros. Packing Co., Little Rock, Ark., was killed when the roadster he was driving on a drag strip near Little Rock crashed into two trees at the end of a race. Earlier in the day, Camp had won two races and the roadster, owned by MICHAEL L. HEIM, a partner in Heim Bros., had been judged the best in appearance at the strip.

Employment Firm to Recruit

Meat Industry Executives

Formation of a special employment counseling department to serve the meat industry on a national basis has been announced by Employers Service Bureau, 6 N. Michigan ave., Chicago. Bureau general manager ROBERT C. CROSS said this is the first time that a special department has been organized for this specific purpose by any employment counseling organization.

The meat industry division is being managed by ROBERT J. CLARK, who served as advertising manager of THE NATIONAL PROVISIONER for the past three years. Clark has a background of approximately 20 years in the meat industry, including executive marketing experience with a division of Kingan & Co., Indianapolis, now Kingan division of Hygrade Food Products Corp., with Swift & Company, Chicago, and with The Rath Packing Co., Waterloo, Ia.

The new service will include the location, screening and placement of all types of meat industry executive personnel, engineering and other technical employees, and sales and advertising men. Clerical workers or plant workers under the level of department foremen will not be included in the service.

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to complete your line of
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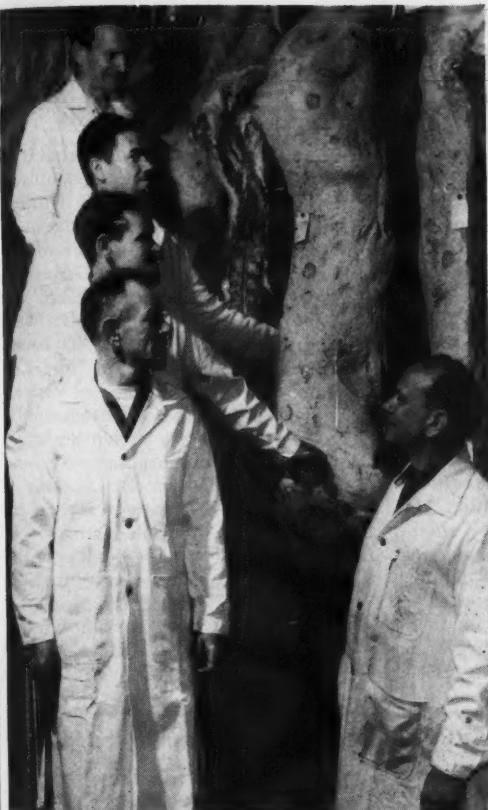
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Five Tennessee Brothers Go from Farming to Packing

The term "knowing the business inside and out" may well be applied to ROBERT, MARTIN, FRANK, DENNIS and JACK BALTZ, partners in Baltz Brothers Packing Co., Nashville, Tenn. Each of the five brothers has done every job in their plant to the extent that he can teach other employees how to do it.



SURVEYING some carcasses are Robert (in front) and (top to bottom) Jack, Dennis, Frank and Martin Baltz. Robert started the firm in the expectation that his brothers would join him in the business.

At the time the firm was started and named "Baltz Brothers," Robert was the only brother associated with it. Martin, then 24, worked as an electrician; Frank, then 21, was farming on the family farm; Dennis, then 18, was a senior in high school, and Jack, then 15, was also in school. "I knew sooner or later we would all be in it and that is the reason for the name," Robert reported. Each of the brothers now heads a different department. Dennis is in charge of sausage manufacturing and shipping, Frank is the supervisor of killing and packaging, Martin is mechanical supervisor and Jack is being schooled in office procedures. Management also includes the husbands of two sisters. They are A. A. GARR, company sales manager, and JAMES OSBORN, night manager.

"I am convinced that you will get out of a thing just about what you put into it," Robert commented. If this is true, the Baltz brothers should certainly be entitled to quite a lot. They have worked night and day at the business. The brothers report that they have each worked more 80-hour weeks than they have worked 50- or 60-hour weeks. All other employees are paid according to standards set for the industry.

The Baltz brothers are strong supporters of their church, and school, have a community swimming pool and are in the process of building a community recreation center and ball park on the family farm. This provides facilities for 46 grandchildren, who are kept busy after school and during vacation on the truck farm which is still operated by the team of brothers. The brothers have purchased another 200-acre farm which is being used for livestock production.

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AMIF Points Out Some Seasonal Spoilage Dangers

Hot weather invariably increases the incidence and severity of greening, slime and mold problems with sausage and other processed meat products, the American Meat Institute Foundation pointed out recently in making a broad, general redistribution of three informative AMIF circulars: "Discoloration of Sausage: Greening Problems" (Circular 20); "Prepackaged Meat Products: Slime and Mold Problems" (Circular 30), and "Bacterial Food Poisoning" (Circular 29).

Difficulties of these types can be avoided but, to do so all processing and distribution procedures must be checked carefully to make sure that exposure of raw materials to adverse temperatures is sharply limited; that processing temperatures are high enough to insure product stability; that finished products are chilled rapidly and kept under adequate refrigeration; and that strict sanitation is maintained during slicing, packaging and subsequent handling of the product.

This is the season, also when bacterial food poisoning becomes a distinct hazard. Foundation research and investigations have shown that

food poisoning incidents almost invariably are caused by abuse of product—exposure to room temperatures for long periods—*after the food has been prepared for serving*. Nevertheless, every operator should make sure that his products are properly processed and handled while in his possession and that they are in prime condition when delivered to his customers.

All food poisoning complaints should be investigated promptly. Samples of suspect food items should be taken with as little delay as possible and should be held under refrigeration pending bacterial examination carried out by a qualified bacteriologist.

Keep in mind that the danger zone for temperature of the product lies between 50°F. and 115°F. Product allowed to reach a temperature within this danger zone frequently may be encountered in retail outlets, catering establishments, restaurants, and consumers' homes. It can happen during transportation delivery and this area of hazard should be watched as a precaution against carelessness. Salesmen and delivery personnel would be doing caterers or purveyors of meals a favor by cautioning them to apply common sense to the handling of foods. Sliced

meats, meat spreads, salads, prepared sandwiches, and similar items should be kept under refrigeration to the greatest extent possible, and should never be exposed for long periods at room temperatures. Slicing machines and other equipment must be sanitized frequently.

USDA Chemist Wins Award For Research on Hides

Dr. Lee P. Witnauer, a USDA physical chemist at the Agricultural Research Service's Eastern Utilization and Development Division in Wyndmoor, Pa., has received an award of \$1,000 from the American Leather Chemists Association.

The award is for a paper Dr. Witnauer has written entitled, "Dynamic Electrical Behavior of Untanned Hide Containing Sorbed Water." The paper describes his fundamental research which has shown the effect of water on the properties of untanned hide. The work was done as part of the USDA research program to develop improved leathers.

Dr. Witnauer was a member of the research team that received the U.S. Department of Agriculture superior service award last year for the development of vinyl stearate, a new fatty component of plastics.

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The Purchasing GUIDE for the Meat Industry

A NATIONAL PROVISIONER PUBLICATION

CLASSIFIED ADVERTISING

HELP WANTED

ACCOUNTANT: Well established mid-west packer is seeking experienced man with accounting and financial background for expanding corporate staff. Position has top management possibilities. College graduate with accounting major, 25 to 35. Resume should include salary, history and requirements. Replies confidential. W-270, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PRODUCTION SUPERINTENDENT

Large sausage manufacturer and meat processing plant located in New York area. Prefer man 35 to 45 years of age with proper qualifications. Salary commensurate with ability. Industrial engineering background helpful. Send full details in strict confidence to Box W-271, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PACKINGHOUSE MANAGER

Wanted for medium size U. S. inspected independent packer. Wonderful opportunity for present and future. Established in 1907. Answers definitely confidential. Write, giving full particulars to Mr. Burton Hill, c/o Hill Packing Co., Topeka, Kansas.

LIVESTOCK BUYER

Excellent opportunity for experienced buyer for size Indiana packer. Must know buying at farm and auction level. Some terminal market buying. Must know grades and yields on both cattle and hogs. Salary commensurate with ability. Send resume of past experience and qualifications. Answers treated confidentially. Reply to box W-273, THE NATIONAL PROVISIONER, 15 W. Huron Street, Chicago 10, Illinois.

COMPTROLLER

Progressive mid-western packer needs qualified controller. Must be well versed in departmental cost accounting and product costs as well as general accounting. Also should know I.B.M. procedures. Please send resume and salary expectation. Answers will be treated confidentially. Reply to Box W-272, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXCELLENT OPPORTUNITY: A Company with multiple operation needs plant manager or assistant to president. Must be willing to travel. Give age, and experience in first letter. W-255, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED FOREMAN WANTED: Expert in handling packing department. Smoked meat and frankfurters, etc. Write, giving background. W-230, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HOTEL SUPPLY SALESMAN: Wanted, following. Excellent opportunity for ambitious young man to advance quickly. Generous allowances and commission. Mr. Boles, 1132 W. Fulton St., Chicago, Ill., Phone Seeley 3-1111.

TENDERIZED SALESMEN: To handle wonderful new type instant meat tenderizer. Prefer men who handle other products for meat industry. Excellent commission. W-298, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

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PORK CRACKLINGS WANTED: Made from open bottle rendered lard. Cracklings only from hydraulic press. Burton Hill, c/o Hill Packing Co., Topeka, Kansas.

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THE NATIONAL PROVISIONER, JULY 4, 1959

EQUIPMENT WANTED

AMMONIA FINN CURLS WANTED: 8 or 9 foot lengths. Please contact Nat Romanoff at 441 West 13th Street, New York 14, N. Y. or phone Watkins 9-8700.

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All Models, Rebuilt, Guaranteed

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PITTOCK & ASSOCIATES: Glen Riddle, Penn.

FOR SALE: 1-Class 41 National Cash Register analytical machine. Used 3 years for sales analysis in beef and sausage plant. Performed satisfactorily until we outgrew it. Cost \$2,540 new. For sale reasonable. Write to Box FS-287, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 1/2-ton International truck, model A 162, fully refrigerated cold plates, etc. \$2500.00 One meat grinder—66B—25 H.P. motor, \$550.00 One used silent cutter, 250 capacity—\$850.00. Madison Packing Co., Burton O. Neesvig, 308 W. Dayton St., Madison, Wisc.

FOR SALE: One (1) model 40 L. Hayssen Wrapping Machine. MARHOEFER PACKING CO., William C. Brinker, Postville, Iowa.

BATTLE CREEK "Continuous Flow" bacon wrapping machine. Model 201 A, Serial #2087, includes change parts for ploifilm, 4½ years old. Change in style of package reason for disposition. FS-299, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

FOR SALE: 5-Anco Dry Rendering cookers. Complete with motors, 1-15 C.R.E. Mitts & Merrill hog, with or without motor. Mr. Leslie Cohen, AARON EQUIPMENT CO. 9370 Byron St., Schiller Park, Ill.

ONE HAYSEN WRAPPING MACHINE: Model 7-13, for sale. CHURCHILL MEAT CO., 7325 Penn Ave., Pittsburgh 8, Pa. Phone Churchill 1-8500.

PLANTS FOR SALE

PACKING PLANT

Federal Inspected. Can use one man with more working capital. Will sell one-half interest. Established 45 years. Capable of 50,000 lbs. daily plus sausage department. Actual plant value \$750,000. Write or phone us for details.

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WHOLESALE BEEF & PROVISION BUSINESS: Located in northwestern Pennsylvania. Present volume 80/100 cattle per week (steers and cows) plus provisions. Buildings, equipment, trucks and coolers in good condition. Moderately priced for right party. Financing can be arranged for qualified buyer. FS-264, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: Modern one-story food processing building, fully equipped. Sacrifice for \$45,000. For brochure write to NORMAN GASKILL, Rte. #40, Elmer, New Jersey.

SLAUGHTERHOUSE: Metropolitan area. Sacrifice. Terrific proposition. Very low cash or lease with all equipment to responsible people. Key Business Exchange, 19 E. Sunrise Highway, Lindehurst, N. J. Phone Turner 4-2275.

PLANT FOR RENT

FOR LEASE: Cattle and calf custom slaughtering plant. In operation now and can be had with or without the present business. Chill box holds 100 cattle. Also 2 smaller holding coolers. Located on western market in desirous location. Plenty of parking. FS-300, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT WANTED

Wanted beef packing plant, vegetable or dog food plant, cold storage plant or building 10,000 to 20,000 square feet preferably on railroad siding in southeast New York, Northeast Pennsylvania, west part of Connecticut or Massachusetts. Answers confidential. Charles Rardin, 724 West North, Apt. 3, Lima, Ohio. Write, don't telephone.

BARLIANT'S WEEKLY SPECIALS

The following list of equipment is in exceptionally fine condition and is offered at newly reduced prices, on foundation, for quick removals:

| | |
|---|------------|
| 2113—PAK-ICER: Vitter, 3½ ton, 3 HP. motor, stainless steel lined storage bin..... | \$1,950.00 |
| 2041—SAUSAGE CABINET COOKER: stainless steel, double compartment OA, 15' x 11' x 8' high, with sprayers, stainless steel double doors..... | \$1,350.00 |
| 2049—HAM MOLDS: Globe Hay, stainless steel, with covers & springs, each..... | \$10.75 |
| 2110—LOAF MOLDS: Globe Hay #44-S, stainless steel, with covers, each..... | \$4.50 |
| 2046—CODE DATER: Kiwi, on portable stand..... | \$175.00 |
| 2003—LUNCHEON MEAT SLICER: U. S. mdl. 170-G, w/Neoprene shingling conveyor 4' long..... | \$450.00 |
| 2054—BAND SAW: Do-All mdl. MS15, stainless steel movable top table, 1½ HP. motor..... | \$225.00 |
| 2114—BAND SAW: Master, 15" dia. wheel, stationary table, 2 HP. motor..... | \$225.00 |
| 2118—HAM MARKER SAW: Best & Donovan..... | \$150.00 |
| 2115—WALK-IN COOLER: OD 17' x 8' x 10' high, 5" thick insulated wood walls..... | \$400.00 |
| 2001—OAKITE SPRAY CLEANER: portable..... | \$235.00 |
| 2054—ROLLER SKATE CONVEYOR: 10' long sections, 18" OAW, 2" wheels, each section..... | \$17.50 |
| 2103—CLIP APPLIER & CRIMPER: Hercules, air operated, with twin head..... | \$250.00 |
| 2123—BENCH SCALE: Toledo mdl. 1804T, 200 lb. x ½ oz. Bench type..... | \$125.00 |
| 2121—PLATFORM SCALE: Toledo portable mdl. 31-1821FW, 2000# cap., 12½" dia. x 2 oz. | \$225.00 |
| 2057—PLATFORM SUSPENSION SCALE: Toledo mdl. 31-2812PC, 3250 lbs. cap., 1000 lb. x 1 lb. graduation dial, dble. tire beams, 5' x 5' platform, excellent condition..... | \$450.00 |
| 2104—BENCH SCALE: Fairbanks, 200# x ¼ oz. on dial, w/27" x 29" stainless steel pan..... | \$175.00 |
| 2093—SMOKED MEAT CHILLING TRUCKS: (17) galv., trailer type, 59½" x 32½" x 52" high, 2-stations, with rubber tire, each..... | \$45.00 |
| 2105—PORK LOIN TRUCKS: (17) galv. trailer type, 52½" x 59" x 31¾", rubber tire, each..... | \$45.00 |
| 2106—WEST PICKLE SOAKING TRUCKS: (9) galv., trailer type, 57" x 29" x 24", RT, each..... | \$50.00 |
| 2054—SEMI-LIVE SKIDS: (30) 30" x 60" x 10", wood & metal band decks, 8" RTTB, each..... | \$7.50 |
| 2132—SMOKESTICK HANGING CAGES: (42) OA 23½" x 53" x 63½" high dble. trolley, 4-stations 13½" apart, angle bar, for 52" sticks, each..... | \$9.00 |

Following list of equipment from a Big Packer's Canning Plant in Chicago, reduced for quick sale:

| | |
|---|------------|
| 1648—KETTLE: Green, stainless steel, 200 gal., full jacketed, 52" dia. x 31" deep, 50" iron stand..... | \$150.00 |
| 1639—MIXER: Lightnin' mdl. D-I, portable, electric, ½ HP. motor..... | \$115.00 |
| 1657—PNEUMATIC HOISTS: (2) air operated, ½ ton, I—Robbins & Meyer, electric controls..... | \$150.00 |
| I—Chicago..... | \$7.50 |
| 1672—SUSPENSION SCALE: Fairbanks, 4500# cap., 100/200# on beams, 5' x 5' platform..... | \$150.00 |
| 1652—RETRAYS: (45) horizontal, rectangular, 49" x 41" x 44" deep, w/controls, crate rollers, steam coils, each..... | \$325.00 |
| 1610—ROLLER: Buffalo #5, stainless steel, hand tilt, 15 HP. totally enclosed motor..... | \$1,350.00 |
| 1637—SCALE: Toledo dial, 1# grad., 1000# cap., w/Shaw box, Holst & 3 x 5 Dumper..... | \$450.00 |
| 1659—TRAVELLING TROLLEY: 1 ton, w/monorail, electric controls..... | \$275.00 |
| 1616—FILLERS: (2) Anco, stainless steel, 6-pocket, conveyor, feeder, motor drive, each..... | \$1,500.00 |
| 1636—MEAT BALL FORMER: Alba Eng. mdl. 101 6" dia. S. S. screw, 8" belt, agitated hopper, 1 HP. feed motor, 2 HP. motor drive..... | \$2,350.00 |
| 1618—ROTARY FILLER: Elgin, 12-pocket, stainless steel hopper, 1 HP. TE mtr., 208 x 200 cans \$1,350.00 | |
| 1665—M & S FILLER: 6-pocket, stainless steel hopper, 1" ports, 1½ HP. motor..... | \$450.00 |
| 1637—TAMALES FORMER: screw conveyor feed, with cut-off, 5 HP. mtr., hopper & stand..... | \$850.00 |
| 1631—JUICE FILLER: Pfaudler, 12-pocket, stainless steel, w/Re table top, chain conveyor, mtr. | \$1,750.00 |
| 1647—VACUUM PUMPS: (4) Ingersoll-Rand type 15, 10 x 5 & 3 x 3 ports, 5 HP. TEFC motor, ea. \$475.00 | |
| 1675—TRACK SCALE: Fairbanks-Morse, 1000# dial, 1# grad., 11" beam, 36" long rail..... | \$350.00 |
| 1640—CAN DUMPER: Dudley mdl. 4000, 30" dia. rotary unscrambler, 8" x 7' elev., ½ HP. | \$850.00 |

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SUPERINTENDENT or SUPERVISORY FOREMAN: Full line of practical experience with pork kill, beef and pork boning. All types of rendering, curing, smoking, processing, hides, refrigeration, maintenance, department layout, personnel training. Quality, quantity cost conscious. Excellent references furnished. W-294, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXECUTIVE MANAGER: Institutional meat purveyor desires affiliation with progressive firm. 8 years general manager successful \$2,000,000 fabrication operator. Age 36. Attorney family; nationally recognized in sales and fabrication by National Meat Purveyors Association. Minimum income \$18,000 with future. W-276, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Experienced in selling meat provisions and offal. Wishes to represent reliable house on commission basis. W-279, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HELP WANTED

SALESMAN: With contacts, to call on chain stores, jobbers, and processors for distribution of foreign boneless meat products, and domestic variety meat items for established independent beef packer located in Chicago area. State experience and contacts. W-276, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER: Top-flight seasoned manager wanted for small Chicago area meat packer breaking cattle for chain-store and purveyor accounts. Must be able to take charge of full operation including sales. Salary open. W-275, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

EXECUTIVE SALESMAN

MAN WANTED: With broad knowledge of packing industry with special emphasis on meat merchandising. Ideal position for a creative, energetic salesman who wants to get the most out of his efforts. Please enclose photograph, experience and salary desired in first letter. All replies are strictly confidential. This is an Ohio corporation W-289, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SEASONING SALESMAN

Man wanted to cover the territory of North Carolina, South Carolina, Virginia, Washington, D. C., Maryland and Delaware. Also a midwest territory. Full line of natural spices, blended seasonings both natural and soluble. Also associated sausage kitchen items. Send application with resume to Mr. R. Webb, c/o J. K. Lauden-sager Inc., 616 W. York St., Philadelphia, Pa.

SALES ROUTE SUPERVISOR: To work directly under sales manager, on peddler truck operation of sausage and smoked meats in Iowa, with minimum guarantee and commission on your 7 route division of 21 route operation. State experience and all pertinent information in letter to Box W-291, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PACKAGING FOREMAN: To supervise wiener and cold meat packing line. Knowledge of Flex-vac 6-9, 6-12 machine, package machinery over-wrap slicing machines and ty-peelers desirable. Must be able organizer with good technical knowledge and personnel relations. W-266, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER FOREMAN

WORKING FOREMAN: For federally inspected house in eastern area. Excellent opportunity as expansion program is in effect. Send full details including salary expected to Box W-257, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

HELP WANTED

SALES

Our modern \$600,000.00 food additive plant is now under construction. We will be interested in securing the services of a few additional, top-flight men to join our sales organization. Only high-caliber men considered. Must have good references. Liberal salary and bonus.

KADISON LABORATORIES, Inc.
703 West Root St., Chicago 9, Ill.

PRACTICAL HOG KILL & CUT FOREMAN

MEDIUM SIZE: Progressive south-eastern plant, average weekly kill 2,000-4,000. Applicant must be aggressive, thoroughly experienced in all phases of operation. State qualifications, age, references, salary expected. Permanent position for the right man. W-281, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT PLANT SUPERINTENDENT

Wanted by medium sized aggressive independent meat packer operating in the midwest. Must have all around experience. W-283, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Wanted for hind quarter fabrication in New York city. State experience and salary desired. All replies confidential. Good opportunity for right person. W-295, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

LAMB and VEAL SALESMAN: Wanted. State experience and salary desired. All replies confidential. Good opportunity for right man. W-296, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

COST ACCOUNTANT: With experience in food industry to control costs, methods and procedures, wanted by progressive food manufacturer in large midwestern city. Write Box W-297, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

Direct Mail Advertising Can Help You Do A Better Job

IF YOU BUY—OR SELL
IN THE MANUFACTURING
MEAT INDUSTRY

THE NATIONAL

Provisioner

15 West Huron Street, Chicago 10, Illinois

Use the NP direct mail service, a complete service for the merchandising and distribution of promotion material through the mail including:

Printing and reproduction service for all types of direct mail . . . reprints, letters, circulars, reply cards and other literature. Complete addressing and mailing service using Provisioner guaranteed lists which insure maximum effectiveness for your direct mail advertising.

Let the Provisioner handle your mailings. You will save time, trouble, confusion and money. And, you will eliminate the troublesome and tedious job of compiling and maintaining your own lists.

National, regional or selective mailings to packers, sausage manufacturers, renderers and wholesalers. Write or ask now for cost and detailed information.

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